

# CHEMIST & DRUGGIST

THE NEWSWEEKLY FOR PHARMACY

## PUT CONGESTION SUFFERERS OUT OF THEIR MISERY



- £1.2 million national television campaign starts this December
- Last winter's campaign produced 21% sales uplift\*
- No more powerful OTC decongestant tablet exists
- So merchandise it where customers can see it
- Then help them to get unstuffed

**THE MIGHTY  
MU-CRON**  
Decongestant with Paracetamol

Fast relief from

- colds & flu
- sinus pain
- catarrh

Contains Phenylpropanolamine Hydrochloride & Paracetamol

**PRESENTATION:** Each Mu-Cron tablet contains 500mg Paracetamol BP and 25mg Phenylpropanolamine Hydrochloride BP. **Uses:** For the relief of sinus pain, nasal congestion and catarrh. For the symptomatic relief of influenza, feverishness and feverish colds. **Dosage and Administration:** Adults and children over 12 years: One tablet up to four times daily, allowing four hours between doses. The maximum daily dose is four tablets. **Contra-indications, Warnings, etc.** Contra-indications: Severe heart disease, hyperthyroidism, diabetes, high fever. Patients with hypertension or receiving anti-hypertensive medication. Use during, or within 2 weeks of stopping, therapy with Monoamine Oxidase Inhibitors. Concomitant treatment with sympathomimetic agents. **Precautions:** Caution in patients with closed angle glaucoma, prostate enlargement, during pregnancy or those receiving continual prescribed medication. **Legal Category:** P. **Product Authorisation No:** 0001/0110. Held by Ciba-Geigy, Macclesfield SK10 2NX.

**Distributed by:** Zyma Healthcare, Holmwood, Surrey RH5 4NU England. **Retail Price:** 12s £2.27, 30s £3.82. **Date of preparation:** November 1996.

Mu-Cron is a registered trademark 1136/MUC

\*Nielsen M/A 96 v M/A 95.

4 January 1997

### MCA puts back POM to P switches to April

### PAGB to introduce exam for OTC reps

### Reading between the lines of the White Paper

### Last Schaffer case heard by Statutory Committee

### Quitting bad habits for the New Year



### For a few dollars less... the US shapes up for '97

### Norton Healthcare resigns from the ABPI

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Nurofen Cold & Flu provides your customers with fast and effective relief from a wide range of symptoms, with the reassurance of the Nurofen name.

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# NUROFEN COLD & FLU

*ibuprofen  
pseudoephedrine*



**ADVANCED MULTI-SYMPTOM RELIEF**

**PRODUCT INFORMATION** Nurofen Cold & Flu: each tablet contains 200mg Ibuprofen BP and 30mg Pseudoephedrine Hydrochloride. **Indications.** Effective in the relief of symptoms of colds and flu with congestion, such as aches and pains, headache and feverishness, sore throats, sinusitis and blocked noses. **Dosage and Administration.** Adults and children over 12 years. Initial dose 2 tablets taken with water, then if necessary 1 or 2 tablets every 4 hours. Do not exceed 6 tablets in any 24 hours. **Precautions and Warnings.** Nurofen Cold & Flu should be avoided by patients with a stomach ulcer or other stomach

disorder. Asthmatics, anyone allergic to aspirin, anyone receiving regular medication and pregnant women should be advised to consult their doctor before taking Nurofen Cold & Flu. Not recommended for children under 12. If symptoms persist for more than 3 days patients should consult their doctor. **Product Licence Number.** Nurofen Cold & Flu 0327/0060. **Licence Holder.** Crookes Healthcare Limited, Nottingham, NG2 3AA. **Legal Category.** P. **Price:** £2.39 for 12, £3.79 for 24, £4.99 for 36. Prices correct at the time of going to press. **References.** <sup>1</sup> Data on file, Crookes Healthcare, Research Report No. M90122. Date of preparation October



CROOKES HEALTHCARE



# CHEMIST & DRUGGIST

THE NEWSWEEKLY FOR PHARMACY

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MCA puts back POM to P switches to April 4

Proposed Consolidation Order tidies up switches since 1983

Contractors' monthly payment moves 4

From April 1, the Pricing Authority will pay

PAGB to introduce exam for OTC reps 5

A professional standard for sales reps from OTC medicines manufacturers is to be set up



Practice research database set up for Northern Ireland 5

Projects can now be registered 'to encourage collaboration'



One step test for *Helicobacter pylori* 12

Pharmacists can offer rapid testing for *H pylori* with the launch of Helisal One Step

Aid for New Year quitters 14

How pharmacists can help smokers give up

Managed care searches for ways to provide for a few dollars less 18

A report from the American Society of Health System Pharmacists

Trade fairs, conferences and exhibitions in 1997 19

Plan your year with our 1997 diary of key events

Norton Healthcare resigns from the ABPI 22

Row over a trade promotion sees Norton leave the fold

Price List Supplement included within this issue 27-38

## REGULARS

News	4	Prescription Specialities	12
Northern Ireland Notebook	7	Statutory Committee	13
Topical Reflections	7	Business News	22
Counterpoints	8	Classified Advertisements	23

**H**appy New Year! A number of themes which ran through last year look likely to continue into 1997. It will be important not to lose sight of the threat to resale price maintenance. If the Director General of Fair Trading was hoping RPM on medicines would crumble as did the Net Book Agreement, he is going to be disappointed. The Community Pharmacy Action Group, backed by a united body of manufacturers, looks to have kicked that ploy into touch. Pharmacists need to continue to lobby hard though – and with an election being one certainty this year, there should be plenty of opportunity.

The Royal Pharmaceutical Society's 'New Age' programme slips up a gear this year. One observer, at least, believes that the Department of Health is following the profession's agenda closely (see p6), and if this is true, it should allow community pharmacists some real influence on the way the NHS (Primary Care) Bill evolves into regulations. The sometimes reluctant co-operation between the pharmacy representative bodies needs to be improved to ensure that the professional aspirations of the Society can be delivered in practical and measurable ways by PSNC, and most importantly, paid for by the NHS.

On an individual level, there will be a strong emphasis on continuing professional development. Have you signed up for *C&D's* Pharmacy Update for 1997, or the Certificate in Pharmacy Management? If not, add them to your list of New Year's resolutions. And while business might continue to be tough, remember others are not finding it easy either, either commercially or within the NHS. Collaboration with colleagues might be another resolution independent contractors might want to pursue in 1997, for in unity lies strength, and in NHS terms, that might be the secret of success.

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# POM to P switch delay

POM to P and P to POM switches, which were expected on December 31, have been delayed as they have been incorporated into a new consolidation Order, planned to take effect next April.

The changes were proposed in the Medicines Control Agency's consultation letter MLX225 (*C&D*, August 10, p173). They included topical hydrocortisone 1 per cent becoming a P medicine when used in combination with clotrimazole for athlete's foot and candidal intertrigo.

Mebeverine hydrochloride in a maximum dose of 135mg and maximum daily dose of 405mg was to become classified as P for the symptomatic relief of irritable bowel syndrome. Amyl nitrite would become POM except for

use as an antidote in cyanide poisoning. The herb aristolochia would also become POM.

The MCA is planning to incorporate the proposals in a consolidation of the 'Medicines (Products other than Veterinary Drugs)(Prescription Only) Order 1983' and its amending orders. The following POM to P proposals have also been accepted:

- Extension of P licensed indications for famotidine to include "prevention of heartburn, dyspepsia, indigestion, acid indigestion and hyperacidity when associated with food and drink, including nocturnal symptoms".
- An increase in the maximum dose of pseudoephedrine hydrochloride to 120mg in controlled release preparations.

- Mebendazole would be available in packs of eight tablets (800mg maximum).

A further consultation letter (MLX233), issued just before Christmas, asks for comments on the proposed consolidation by January 21 (to Miss Tasneem Baloch, Room 1620, MCA, Market Towers, 1 Nine Elms Lane, London SW8 5NQ).

In the consolidation proposals, the treatment limitations for terfenadine as a P medicine remain at a 120mg maximum daily dose in a pack containing no more than 1,200mg, although MLX225 suggested terfenadine should become POM for children under 12. No-one from the MCA was available to comment as *C&D* went to press.

## PSNC welcomes proposals on therapy management

The Pharmaceutical Services Negotiating Committee has welcomed the proposal in last week's White Paper to involve community pharmacists in managing patients' drug therapy (*C&D*, December 21/28, p868).

It is an issue the PSNC has been pursuing for some years, commented secretary Stephen Axon. He thought 'Delivering the future' seemed a natural follow-on from the previous White Papers published this autumn. Although PSNC had consistently supported nurse-prescribing, the Committee would be concerned if it was extended to a wider range of drugs rather than to more pilot sites. PSNC would also be very concerned if provisions for the supply of medicines extended beyond pharmacy, he said.

PSNC representatives met the Department of Health on December 19 to discuss general matters including the NHS (Primary Care) Bill. The Committee has received assurance from the Health Minister that it would be consulted on the principles of additional pharmaceutical services, and health authorities would consult LPCs about remuneration.

- The British Medical Association has welcomed the decision to extend the nurse prescribing pilots and to move to full implementation in 1998. While broadly welcoming the latest proposals, the BMA warns that significant negotiating hurdles remain.

# Payment transfers to PPA

The Prescription Pricing Authority is to pay contractors their monthly reimbursement and remuneration costs directly, instead of via the health authority, from April 1.

Until now, the PPA produced the payment schedules for the HAs, which paid the contractor taking into account local agreements. The move, which follows a ministerial decision, applies to pharmacy, appliance and supply of oxygen contractors.

Health authorities will continue to pay for locally agreed elements until and including June. The PPA will then take this over as well from July 1.

Deputy director of pharmaceutical services at the PPA, Martin Jenkins, says that contractors should not notice any difference in the payment dates. "We are hoping for a seamless transfer. The only difference will be the postmark on the envelope," he says.

Godfrey Horridge of the Pharmaceutical Services Negotiating Committee says that PSNC "has been assured that there will not be a deterioration" in the system of payments. However, PSNC still has concerns about the changes. In particular, Mr Horridge wants to ensure that none of the many points of detail are overlooked. PSNC has a representative on the project team dealing with the issue, which is set to meet later this month.

## Prescription collection warning to pharmacists by coroner

Following a coroner's inquest into a drugs overdose, pharmacists are being advised to look at their procedures for patients collecting prescriptions.

The inquest involved a man who collected two weeks supply of dihydrocodeine, prescribed to help wean him off heroin, in 72 hours. He was later found dead from an overdose. The Leeds coroner has written to Boots the Chemist criticising it for failing to keep adequate records of when medicines are collected.

Boots spokesman Tim Legge says the company is still considering the recommendations made in the coroner's letter. Mr Legge adds that the pharmacist "dispensed the prescription completely in accordance with the doctor's directions".

The dead man's mother is campaigning for pharmacies to tighten procedures. She was expected to lodge a formal complaint with the Royal Pharmaceutical Society.

Sue Sharpe, director of legal services at the Society, said the Society had only seen press reports about the case: "It is difficult to say if Boots or any other pharmacy have done anything improper. We clearly have to look to see if there had been a failure on the part of the pharmacist."

The Code of Ethics (1.7) states: "A pharmacist must exercise professional judgement to prevent the supply of unnecessary and excessive quantities of medicines and other products, particularly those which are liable to misuse."

## Windows work wonders

Pharmacy window displays can play a significant role in health promotion, a study in 20 pharmacies by Ealing, Hammersmith & Hounslow Health Authority has found.

Uptake of health information leaflets increased 43 times during and after a window campaign. Customer enquiries about the subject, emergency contraception, were also up by two to four times.

A customer survey at the same time found 80 per cent of people would go to a pharmacist for advice about emergency contraception if they knew the pharmacist was trained to give advice.

Pharmacists were paid £315 for giving up 'prime' window space, collecting the data and attending an evening workshop on the subject. Eight health promotion leaflets supporting the topic and additional sexual

health issues were displayed in the pharmacies. Pharmacists also attended the CPPE course 'Helping people change'.

The project was developed in conjunction with the Local Pharmaceutical Committee, after GPs and pharmacists had taken part in an emergency contraception audit. Among the recommendations the study makes are:

- address training needs before developing a campaign;
- ensure GPs and practice nurses are aware of local campaigns to ensure a consistent health promotion message;
- purchasers developing locally based health promotion campaigns should establish local needs;
- identify any ethical concerns of participants before commencing any campaign.

The HIA will promote diabetes symptom awareness in Hounslow.





A scheme to ensure sales representatives meet a professional standard is being set up by the PAGB

# OTC reps to train to professional standard

A professional standard for sales representatives from OTC medicines manufacturers is to be implemented by 1998.

The scheme, announced at the Proprietary Association of Great Britain's annual strategy meeting in December, means sales representatives will undergo training, possibly by distance learning, and then take an exam set by an external body.

PAGB says that the "ultimate objective is to raise the standards of representation across the industry and to improve the image and standing of the OTC

rep with health professionals, and, in particular, community pharmacists".

A postal survey of PAGB members supported the move. A working group representing 12 manufacturers, and chaired by Richard Vercoe of Zyma, is working out how the course will be accredited and its content.

"The course will be very flexible and will be voluntary to begin with," says PAGB commercial affairs executive Alison Williamson.

"We want reps to be confident in dealing with pharmacists

to the standard pharmacists expect."

The first examinations are expected in 1998.

● PAGB is liaising with the NHS to include OTC medicines in Prodigy, the computer system which recommends drug therapies after disease symptoms are entered into the computer.

● The advertising code is being reviewed. PAGB says that "communicating the benefits of self-medication to consumers is a priority" and it does not want its code to constrain the message getting to the public.

## Practice research database for Northern Ireland

A practice research database has been set up in Northern Ireland "with the aim of encouraging co-operation and collaboration in research".

The Pharmaceutical Practice Research Group will "provide a strategic focus for pharmaceutical research in the health and personal social services".

Any pharmacist involved in practice research or audit in Northern Ireland is invited to submit a summary of their pro-

ject(s) for inclusion on the register. Software for the database will allow a key-word search facility.

Further details about registering a project or accessing the database can be obtained from Dr Denis Morrison, director of pharmaceutical services at the Northern Health & Social Services Board on 01266 662615 or Professor James McElhany at the School of Pharmacy, Queen's University, on 01232 335800.

## Cosmetic regulations

New regulations prohibit the use in cosmetics of any ingredients tested in animals after January 1, 1998. Any reference to animal testing on the labelling or advertising of a cosmetic must state clearly whether the testing was on the product or its ingredients.

The Cosmetic Products (Safety) Regulations 1996 (SI No 2925; Stationery Office, \$8.70) also require cosmetics to be labelled with their ingredients and their function, unless the latter is clear from the presentation.

Although parts of the regulations came into effect on December 16, retailers have until January 1, 1998, to comply with the above labelling requirements.

## Vet Drugs regs changes

The Medicines (Veterinary Drugs) (Pharmacy and Merchants List) (Amendment) Order 1996 has been published under Statutory Instrument 1996/3034. It lists the new registration fees for agricultural merchants and saddlers and updates the lists of products in Schedules 1 to 4 of the 1992 Order.

## Scot Rx stats

There were 4,167,404 prescriptions dispensed in Scotland in September, 1996, with a gross cost of £41,118,069 and a cost to the exchequer of £38,908,263. The cost per prescription dispensed by pharmacists was 976.81p gross and 923.69p net. The figures for appliance suppliers were 986.66p and 933.63p, respectively. The cost per person was £7.95 gross and £7.54 net.

## New year resolutions

New year resolutions lead the Healthwise Teletext schedule for January. The healthcare information service is on page 559 of the Teletext services on Channel 4 and ITV. The schedule is: w/c January 6: Fitness week, arthritis awareness week – vitamins, healthy eating, minerals, exercise for fitness; w/c January 13: Weight watch week – diet products, healthy eating, minerals, exercise for fitness; w/c January 20: Coughs and colds week – coughs, chest infections, colds, sinusitis, rhinitis, blocked noses; w/c January 27: headaches, toothache, migraine, back pain.

## Top of the league

The University of Nottingham has come top in a league table of pharmacy research, getting the 5\* top grade in the '1996 Research Assessment Exercise'. Bath, Manchester, The Institute of Cancer Research, The School of Pharmacy, London, and Cardiff are all graded 5. The survey looks at all research across Britain's universities. The report is available from External Relations, HEFCE, Northavon House, Coldharbour Lane, Bristol BS16 1QD.

## VMD on homoeopathy

The Veterinary Medicines Directorate is proposing to implement changes (EC directive 92/74/EEC), which widen the scope of provisions relating to veterinary medicinal products, and additional provisions laid down into UK legislation on homeopathic veterinary medicinal products. Statutory instruments will be made under either the European Communities Act 1972, or the Medicines Act 1968, as appropriate.



# Reading between the lines ...

**There is something for everyone in the two recently published White Papers, but don't be fooled. The NHS (Primary Care) Bill means fundamental changes in community pharmacists' relationship with the NHS, argues a senior pharmacy manager**

**B**elieve it or not, there's going to be a general election called some time in the next four months. And suddenly – it may be a coincidence – after almost ten years, we have had not one, but two White Papers on the future of primary care, backed up by legislation which is currently before Parliament.

Given the parlous state of the Government's popularity rating, it is tempting to dismiss such matters as mere pre-election politicking. Indeed, sandwiched between the two primary care White Papers was a third entitled 'The NHS – a Service with Ambition', which might well have doubled up as an election pamphlet.

You might also be tempted to believe repeated Government protestations that the legislative programme for the rump of this Parliament is "non-controversial". This might lead you to conclude that the White Papers and the Bill are designed to provide an appearance of legislative vitality, while the Prime Minister waits for the elusive feelgood factor to return.

Don't be fooled! The White Papers have been written in the kind of 'Sir Humphrey' language that means that whatever your perspective, there appears to be something in there for you. But the new Bill, which translates vague promises into concrete fact, will change some fundamental principles governing the relationship between pharmacy and the NHS.

The initial White Paper, 'Primary Care: The Future', proposes that a wider definition of pharmaceutical services is needed to enable pharmacists to make a more effective contribution in the fields of patient adherence support, medicines management, and prescribing advice.

This is all good stuff. It ties in well with the Royal Pharmaceutical Society's 'New Age' initiative, and is likely to command wide support within the profession. However, the Bill makes it clear that these new services will be laid down in 'Directions' by the Secretary of State for implementation by health authorities. Money is not mentioned.

Is this a problem? The short answer is that it might be. Directional powers allow ministers to bypass Parliament, and may allow new services to be imposed outside of any professional control (and without the means of promoting some kind of democratic opposition).

With a reasonable secretary of state, this could be a good thing. But with secretaries of state – like life and Forrest Gump's box of chocolates – you never know what you are going to get.

The first White Paper also suggests that the current system of national standards means that the Regulations act as a ceiling to service development. This is a little more than a regulatory problem, since the remuneration system itself mitigates against the development of different levels of service.

No-one can argue that the current standards, itemised in the Terms of Service, are pretty basic and process orientated. Pharmacy, like other health care professions, must be patient-focused if it is to remain a key player in the future.

**The RPSGB might not be your cup of tea, but who would you rather set the service standards on which your income depends?**

But pharmacy, as a liberal profession, is also self-regulating. So if better standards are required, or a 'best practice' definition needs to be worked up alongside the current minimums, shouldn't the Society be in control of the process?

The RPSGB may not be everybody's cup of tea, but who would you rather have setting the standards for the services on which your income depends? Lambeth



(where you have some influence), the local health authority (where you might have some influence, depending on the quality of your LPC), the pharmaceutical adviser (the nightmare scenario in some parts of the country), or the secretary of state for health (over whom the PSNC might have some influence).

The reality is that the Bill proposes to give those powers to the Department of Health (to set broad national criteria) and to health authorities (to set objectives and guidelines, and prioritise services).

The only saving grace is that much of the paperwork emanating from the DoH at the moment ties in neatly with the thrust of the 'New Age', so it appears that ministers and mandarins alike are watching the smoke signals from Lambeth with interest.

I have written in this column before about the rapid pace of change within the NHS, and the White Papers and the Bill indicate there will be no slowing down. There is, however, one unusual aspect.

The purchaser-provider split the Government introduced into the NHS was never piloted. In one sense we have all been part

of a huge experiment based on either sound principles or political dogma, depending on your point of view. These new documents, however, propose pilots to examine new ways of delivering general medical services.

Not only that, but 'general medical services', like 'pharmaceutical services', may be redefined using 'practice-based contracts' involving services provided by non-medical health professionals.

The Bill will restrict pilots to proposals put together by doctors or dentists only, but this does not exclude a potential impact on pharmacy. After all, practice pharmacists are not pharmacy contractors.

The import of these changes has not been lost on some. Unichem appears to be taking up this particular ball and running with it, and the tabloid interest in supermarket medicine may turn out to be more substantial than a hysterical reaction.

Make no mistake, this legislation is not paper pushing, disguising masterly inactivity. It is also unlikely to faze Labour if Chris Smith is sitting in Stephen Dorrell's seat in May. Broadbrush powers attract politicians of all hues.



## Failure to grasp a token future

I was delighted to read of our Pharmaceutical Society's proposal to develop a future plan for the profession. I wish the Council well – such a move is long overdue. The future has a habit of arriving with pharmacists losing out through our inability to effect change in the system – baby milk schemes being a classic example.

For years, pharmacists have pushed to be able to exchange dried milk tokens. It would be more cost-effective for Boards to use pharmacies to supply baby milks. They would not need to store tins, and the wide distribution of pharmacies, with more flexible opening hours than clinics, would be more convenient.

Schemes exist in the Western, Northern and Southern Boards but only in a pilot form. This proves difficult for Eastern Board contractors. At weekends, for example, parents request a 'loan' of a tin of baby food – the tin to be returned on Monday. It is unfair for the caring pharmacist to be exposed like this.

## Customers are convinced it is the pharmacist who is unwilling to participate

Further compounding this problem is a leaflet that arrived from the DHSS a few weeks ago, entitled 'Free milk and vitamins: A guide for families'. It states that: "You can exchange tokens for dried baby milks ... at a chemist who participates in the distribution scheme".

Customers are convinced it is pharmacist who is unwilling to participate when told the scheme does not apply. Some multiples with contracts in several Boards are believed to accept tokens in a non-participating area and put them through one of the pilot schemes elsewhere.

A baby milk scheme through pharmacies epitomises all that government promises for primary care. It will cut costs and be more convenient for the customer, so why is it so difficult to implement? There is a level of senior pharmacy management at Board and departmental level who do not appear to care. Good luck to the Council when it comes to negotiate bigger issues.

*Written by a practising Northern Ireland community pharmacist.*



## The ghosts of Christmas yet to come?

In retrospect, my Christmas trading could have been worse. In fact, I can truthfully say it really was quite the best Christmas for many years, even if it was very late arriving. I know the papers have been trumpeting the triumph of the multiples, but this time I did receive my fair share and I can look forward with far more commercial confidence into the new year than ever I predicted only a few short weeks ago.

However, whereas my commercial salvation is principally in my own hands, my survival within a government controlled health service is far more difficult to predict.

Certainly I would agree with the last *C&D* editorial (December 21/28) that 1996 produced an increased public awareness and confidence in my role as a community pharmacist, but that was not matched by any commensurate increase in financial security. I am confused, as are many of my grass roots colleagues. How I am supposed to take advantage of all the (so called) new opportunities, when all that I am ever offered is a small carrot dangling from a very large stick?

I am told that my future

# Topical Reflections

success will come from locally negotiated and funded initiatives, but so far I have seen little evidence of long-term strategic planning which positively involves me as an individual community pharmacist.

All I have seen are vague and incomprehensible intentions published by my health authority, which are so broad in concept as to reduce my personal role to an inconsequential irrelevance.

I can now understand the PSNC's concern that centralised negotiations for uniform standards of practice and remuneration will be undermined by widely varying local agreements. It is to its credit that PSNC has so far preserved the core payment system without which community pharmacy could disintegrate into a 'survival-of-the-fittest' series of service tendering wars.

However, the core payment system is based on a fee per item, which is itself one of the major obstacles preventing the expansion of my professional service. To me, this contradiction is the major problem to be overcome before I can confidently embrace the brave new world of 1997.

I would like to become less dependent on the numbers game and yearn to provide all those additional professional services, but for me to confidently meet the challenge I need strong guidance, a clear definition of my future role and a stable economic base.

I am impatient and ready to meet the challenge of change in 1997 but fear that those who govern the means are not yet ready to work together or commit the necessary resources to match my ambitions. I see this year as providing an exciting vision of achievable progress but expect little other than the frustration of further missed opportunities.

## Abusing the prescription system with fatal results

I read with disbelief a recent coroner's report into the death of a registered drug addict who died of an overdose of dihydrocodeine. Apparently, the drugs were obtained legitimately from scripts sent post-dated but in bulk by a GP to the pharmacy for dispensing week by week.

Two or three scripts were then dispensed in the space of a few days, which had been made possible by the patient accumulating a backlog of prescriptions when on remand.

The practice of weekly supplies for drug dependent patients is not unusual and is designed to prevent the type of tragedy that has now occurred.

However, there is no legal control over the dispensing of these prescriptions and, even though it might be considered that the pharmacy acted with professional irresponsibility, it is the legal problem that must be urgently addressed.

At the moment, only some Controlled Drugs in Schedule 2 can be legally prescribed by NHS instalment dispensing, but there are many addicts who are dependent on drugs outside Schedule 2. The other principal drugs of abuse, namely dihydrocodeine, diazepam and temazepam, should immediately be added to this list such that this most unsatisfactory practice then becomes unnecessary.



## Ciba Vision distribution

Ciba Vision has appointed Ceuta Healthcare as its official distribution partner. Ceuta will handle the new Vitaleyes eye 'conditioner' drops within key trade sectors. Ceuta customer services can be reached on 01202 780558. **Ciba Vision (UK) Ltd.** Tel: 01489 785399.

## All change

Nutricia Dietary Products has renamed its range of Rite-Diet OTC biscuits. Now called Glutafin, the range features 15 gluten-free and wheat-free biscuit varieties. The company is also offering a new variety pack at a reduced price.

**Nutricia Dietary Products Ltd.** Tel: 01225 771801.

## Combined orders

With the acquisition of Gerard House by English Grains now complete, retailers can place orders for products from both companies via a central ordering system. **English Grains Healthcare.** Tel: 01283 228300.

## Chance in two million

Pharmacists are being invited to join the hunt for the two millionth Bazuka Gel pack. The metallic gold pack is identified as the two millionth and the strapline 'Congratulations you're a winner!'. **Dendron Ltd.** Tel: 01923 229251.

## Diffucan One Boost

Diffucan One kicks off the New Year with a TV campaign in the London area this month. This is part of a £2 million advertising spend for the brand in 1997. **Pfizer Consumer Health care.** Tel: 01420 84801.

## Cariad distribution

Network Management Ltd has taken over the distribution of Cariad aromatherapy lines from R B Enterprises. **Network Management Ltd.** Tel: 01252 351100.

# Pepcid AC for prevention

Pepcid AC is now licensed for the prevention of heartburn and indigestion symptoms known to be associated with food or drink. The new indication, which took effect on January 1, means Pepcid AC is the first OTC indigestion remedy licensed for use in this way.

Eating fatty or spicy foods and drinking alcohol triggers indigestion and heart burn in many people.

Ghislaine Robson, group product manager at J&J.MSD explains: "Many people will find they cannot avoid the foods which cause them problems, due to business or social pressures, or they are reluctant to give up the foods they like."

"The long duration of action of Pepcid AC is a benefit but is not seen as critical by indigestion sufferers who appreciate the rapid onset of action. However, because it

works for up to nine hours it can be used, in a responsible way, by sufferers to pre-empt, rather than prevent symptoms developing."

New packaging featuring the extra indication will be phased in from the beginning of January and the company is developing a new advertising campaign to reflect the new use of Pepcid AC. **Johnson & Johnson MSD Consumer Pharmaceuticals.** Tel: 01494 450778.

# Rinstead pastilles bring sugar-free relief for ulcers

Schering-Plough has introduced new Rinstead sugar-free pastilles to its range for the treatment of mouth ulcers, which already includes Rinstead adult gel and teething gel.

The sugar-free variant will be replacing the existing formulation of Rinstead pastilles.

To mark the launch of the pastilles, the new formulation has new packaging, bringing a bright, bold look to the sugar-free variant.

Rinstead sugar-free



pastilles contain cetylpyridinium chloride and menthol. They are suitable for children over 12.

The price will stay the same at \$2.15 for 24 pastilles.

**Schering-Plough Ltd** Tel: 01707 363636

# Gentle touch for Sensodyne mouthrinse

New in the Sensodyne range is a mouthrinse for people with sensitive teeth and gums.

Sensodyne Gentle Mouthrinse has been developed as a mild mouthrinse suitable for everyday use. It has a low alcohol formula designed to avoid irritating sensitive teeth and gums.

The product also contains the anti-bacterial agent triclosan to help fight plaque and gum disease. It also provides fluoride protection and has a mild mint flavour (\$2.49 - 250ml).

Advertising support worth around \$1.3 million is planned for the brand this year including a national TV campaign which starts in May.

**Stafford-Miller Ltd.** Tel: 01707 331001.



# Limited edition Triomega pearls

To introduce regular users of Hofels Neo-garlic pearls to the new Pulse Triomega concentrated fish oil product, a limited number of the 30-pearle

# Indigestion remedy has new look

Windcheaters anti-flatulent capsules have been renamed Asilone Windcheaters to promote the brand as part of the Asilone range.

New packaging is more strongly branded with a more prominent strapline on new background colours of navy blue and emerald green.

The capsules contain Dimethicone, which acts as a chemically inert,

# Palmolive's new bathing beauty

A new bath foam variant will be introduced by Colgate-Palmolive on January 20.

Palmolive Nourishing Bath Foam with Essential Oil is formulated to nourish the skin, leaving it smooth and soft. Enriched with oil of almond and essence of vanilla, it comes in a 500ml transparent bottle (\$2.49).

Colgate-Palmolive says the new product will appeal to 18-30-year-old females motivated by the essential oil and revitalising values.

The bath foam will benefit from the backing of a \$2m support package for the entire Palmolive range this year.

**Colgate-Palmolive Ltd.** Tel: 01483 302222.

# Valentine's Gifts

Looking ahead to next month, Numark gift ideas for Valentine's Day include Natural Choice gift packs. The sets comprise two bars of Natural Choice Glycerine Soap, a moisturising cream bath and talc (£3.49). Special POS material is available for Numark shareholders to mark Valentine's Day. **Numark Ltd.** Tel: 01827 69269.

packs are available, containing five free Triomega capsules. The extra value packs can be ordered direct from Seven Seas. **Seven Seas Health Care.** Tel: 01482 375234.

anti-foaming agent for the symptomatic relief of flatulence, wind pains, bloating and abdominal distension. By enabling gas bubbles to be broken down, the product assists in the elimination of intestinal gas.

These pale green, oval gelatin capsules are cartoned in blister packs of 30 (£2.80). **Seton Healthcare Group plc.** Tel: 0161 654 3000.



# If 91% of dentists recommend Corsodyl, what do the other 9% recommend?\*



**CORSODYL**  
chlorhexidine gluconate

Virtually all adults experience bleeding gums every year. This is not due to excessive brushing but is a symptom of gum disease; the most common cause of tooth loss. Corsodyl is the most clinically effective oral antimicrobial for use against gingivitis and this is why the vast majority of dentists already recommend Corsodyl Mouthwash to treat gingivitis.

The success of Corsodyl extends beyond the dental surgery to the management of other oral conditions

which you will encounter such as recurrent oral ulceration, denture stomatitis and oral thrush. Over twenty years of unrivalled dental and pharmacist endorsement and extensive clinical trials prove Corsodyl's efficacy.

Prescribe and recommend Corsodyl to your customers and you will see we're not making any false promises.

**Corsodyl – The gold standard.**

\*Milepro Independent Research 1991

**Corsodyl Uses:** Inhibition of plaque; treatment and prevention of gingivitis; maintenance of oral hygiene; promotion of gingival healing following surgery; useful in the management of aphthous ulceration and oral candidal infections. **Presentation:** Spray and Dental Gel. **Mouthwash:** Clear colourless solution containing 0.2% w/v chlorhexidine gluconate. **Dental Gel:** Clear colourless gel containing 1% w/v chlorhexidine gluconate. **Dosage:** See package leaflet. **Administration:** Spray: Apply to tooth and gingival surfaces and ulcers using up to 12 actuations of the spray twice daily. Mouthwash and Mint Mouthwash: Rinse mouth with 10 ml undiluted for one minute twice daily. Prior to dental surgery, rinse mouth with 10 ml for one minute. Dental Gel: Brush the teeth with one inch of gel for 1 minute, once or twice daily. Ulcers, oral candidal infections: Apply gel directly to sore areas. For gingivitis, use for a month. For ulcers, oral candidal infections, use for 48 hours until resolution. **Contraindications:** Previous hypersensitivity reaction to chlorhexidine. Such reactions are, however, extremely rare. **Precautions:** For oral use only. Keep out of eyes and ears. **Side effects:** Occasional irritative skin reactions. Extremely rare allergic reactions to chlorhexidine. Superficial discolouration of the tongue, teeth and tooth-coloured restorations may occur, usually reversible. Transient taste disturbances and burning sensation of the tongue may occur on initial use of the mouthwash, usually diminishing with continued use. Occasional oral desquamation. Very occasional parotid swelling. **Overdosage:** Systemic effects are unlikely after accidental ingestion or overdosage, however gastric lavage may be advisable. **Product Licence Numbers and Basic NHS Cost:** Corsodyl Spray (0079/0311) 60 ml (OP) £3.39. Corsodyl Mouthwash (0079/0313) 300 ml (OP) £1.67. Corsodyl Mint Mouthwash (0079/0312) 300 ml (OP) £1.67. 600 ml (OP) £3.34. Corsodyl Dental Gel (0079/0314) 50 g (OP) £1.10. **Legal Category P.** Date of last revision December 1995. **Licence Holder:** SmithKline Beecham Consumer Healthcare, Brentford, TW8 9BD. **Corsodyl** is a trademark. **SB** SmithKline Beecham Consumer Healthcare.



***"UniChem's  
3 for 2 Pick 'N Mix was  
a customer favourite.  
Our most successful  
promotion in years"***

Graham Phillips, Community Pharmacist  
Harpenden, Hertfordshire

UniChem customers will be having a very happy New Year with the return of our highly popular "3 for 2 Pick 'N Mix" consumer promotion throughout January.

Run last August, this was such a success that we've decided to waste no time in running it again. We'll be backing it with national advertising in the Daily Mail, Daily Mirror and Daily Record from January 7th onwards.

Here is everything you and your customers

liked the first time around - big name brands, the same £1.99 price point, and the same package of window posters and point-of-sale material. So, if

you're a UniChem customer, start stocking up now!

Of course, 3 for 2 Pick 'N Mix will be just the first of our regular promotions during

1997. We will be keeping up the pace of imaginative ideas throughout the year.

UniChem will be as busy as ever - to make sure that you are.



*Delivering Healthcare*



# Protective move for Malibu suncare



In an attempt to shift emphasis from tanning to skincare, Malibu sun protection products have been renamed 'protective sun lotion', from the start of this year. This will underline the need for a more

responsible attitude to suncare.

Two new waterproof children's products are SPF High Protection Lotion for Kids, (\$5.49 – 200ml) and SPF 30 High Protection for Kids (\$5.99 – 200ml).

New too are SPF 8 Dry Oil Spray – Water Resistant (\$3.99 – 200ml) and Soothing After Sun with Insect Repellent (\$2.59 – 200ml, \$4.49 – 400ml).

With the exception of Dry Oil Spray, all Malibu sun protection products have been reformulated for 1997 to increase their efficiency in repelling water.

'Family' 400ml sizes have been introduced in SPF 12 and SPF 15 to offer value-for-money.

An advertising campaign worth nearly \$1 million is planned for the brand this year in women's consumer magazines. It will focus on the products' quality at an affordable price.

**Malibu Health Products Ltd. Tel: 0181 579 6060.**

## Kotex has pantyliners all wrapped up

Individually wrapped pantyliners have been added to the Kotex feminine care range.

Kotex Brevia Individually Wrapped Pant Liner is a standard Brevia liner, which comes in an individual pouch (r.p. \$1.29, trial price \$0.99).

The product will be supported by a \$4 million sampling campaign and PR activity in women's magazines.

Individually wrapped towels account for 39 per cent of total liner sales.

New, too, in the Kotex range are slimmer maxi towels. Kotex Maxi Pads are designed to be more discreet and more flexible for consumer comfort.

The pack is flashed 'new compact fit' and is being launched with '4 free' activity.

**Kimberly-Clark Ltd. Tel: 01622 616000.**

## P20 targets retail

Keyline Brands Ltd has been appointed UK distributor for the Riemann range, which includes the sun protection products P20, Tan Ban, Pre, PS and Mosquit-ex. Keyline will continue to supply the Duty Free sector where appropriate.

**Keyline Brands Ltd. Tel: 0181 893 5333.**

## Menopace on TV

Vitabiotics Menopace capsules will be on the small screen for four weeks in the Carlton and Central TV regions from January 6. Programme scheduling has been designed to appeal to women in the brand's target age group.

**Vitabiotics Ltd. Tel: 0181 963 0999.**

## On the move

The marketing of Dove, Lux, Shield, Knight's Castile and Lifebuoy is to move from Lever Brothers to Elida Fabergé on January 1.

**Elida Fabergé. Tel: 0181 481 6000.**

## Is your business top for tots and parent-friendly?

This month sees the launch of Tommy's Campaign 1997 Parent-Friendly Awards, which give parents a chance to vote for the retail outlet that provides a parent-friendly environment.

The Awards are being sponsored by Huggies Nappies for the third consecutive year. Pharmacies are one of the ten retail categories covered. Parents can make their choice of

parent-friendly organisations on criteria such as staff attitude, welcoming environment or positive attitude towards families.

**Kimberly-Clark Ltd. Tel: 01622 616000.**

## THE ULTIMATE ORAL HEALTH CARE PROGRAMME & THE ULTIMATE DENTAL DISTRIBUTOR

We are pleased to announce that Henry Schein Rexodent, part of Henry Schein Inc. - the world's largest dental distributor, is now sole agent for Janina Ultrawhite spray and paste.



	RRP (inc VAT)	TRADE PRICE (inc VAT)
50ml Paste	£8.95 each	£4.95 each
28ml Spray	£6.95 each	£3.84 each

Orders over £100.00 (ex VAT) are CARRIAGE FREE

For further details call our tele-sales team NOW on:

**0181 235 5050**

 Henry Schein Rexodent  
25-27 Merrick Road, Southall, Middlesex, UR2 4AU

## Pick 'n' mix promotion will run again this month

Running in January will be Unichem's '3 for 2 Pick 'n' Mix' consumer promotion which was a success last August. It will be backed by national advertising in the *Daily Mail*, *Daily Mirror* and *Daily Record* **Unichem plc. Tel: 0181 391 2323.**

## ON TV NEXT WEEK

**Advil:** C4, BSkyB

**Beechams Powders:** All areas except U

**Benylin Cough:** All areas

**Canesten:** LWT, CAR

**Day & Night Nurse:** All areas except U

**Head & Shoulders:** All areas

**Meltus:** STV, B, G, Y, C, CAR, GMTV

**Mu-Cron:** U, B, G, Y, C, M, CAR, TT, GMTV

**Nurofen Cold & Flu:** All areas

**Nytol:** All areas

**Pantene:** All areas except GMTV

**Setlers Wind-Eze:** All areas

**Solpaflex:** All areas except U

**Strepsils Dual Action:** All areas

**Wash & Go:** All areas

**GTV** Grampian, **B** Border, **BSkyB** British Sky Broadcasting, **C** Central, **CTV** Channel Islands, **LWT** London Weekend, **C4** Channel 4, **U** Ulster, **G** Granada, **A** Anglia, **CAR** Carlton, **GMTV** Breakfast Television, **STV** Scotland (central), **Y** Yorkshire, **HTV** Wales & West, **M** Meridian, **TT** Tyne Tees, **W** Westcountry

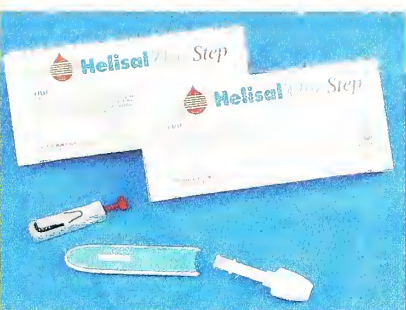


# SCRIPTspecials

## One step test for *H pylori*

Pharmacists will be able to offer rapid testing for *Helicobacter pylori* with the launch of Helisal One Step (\$12).

The small, self-contained test has an automatic pricking device which produces a bead of blood from the thumb or finger. Exactly 50µl of blood is then drawn into a comb-shaped key which is pushed into the Helisal One Step body and snapped shut.



The result appears within five minutes in a window on top of the device. A single line confirms the test is working properly but means a negative result. Two lines indicate *H pylori* antibodies and the presence of infection.

The test is the first in a series of automated, self-contained, easy to use diagnostic tests being developed by Cortecs Diagnostics. Although it is intended mainly for use in GP surgeries, managing director John Curtis sees no reason why the test should not be offered in pharmacies. Patients with positive results can then be referred to the GP for eradication therapy.

Cortecs believes the test will lead to cost savings by reducing the need for endoscopies and long term maintenance therapies. The test is not prescribable.

**Cortecs Diagnostics. Tel: 01244 288781.**

## Entocort a new option in ulcerative colitis

Entocort Enema from Astra is a new formulation of budesonide (0.2mg/ml), indicated for the treatment of ulcerative colitis involving rectal or recto-sigmoid disease.

In trials it was found to be at least as effective as enema formulations of prednisolone, hydrocortisone acetate foam, methylprednisolone and mesalazine.

The enema is supplied as a dispensable tablet containing budesonide 2.3mg and an isotonic

## Differin spot on for acne

Differin gel is a new treatment for sufferers of mild to moderate acne of the face, chest or back. It contains a new chemical entity, adapalene.

Adapalene is a retinoid-like compound which has been demonstrated to possess anti-inflammatory properties.

Adapalene binds, like tretinoin, to specific retinoic acid nuclear receptors. The mode of action of adapalene is suggested to be a normalisation of differentiation of follicular epithelial cells, resulting in decreased microcomedone formation.

In trials, Differin gel has been shown to be equally as effective as tretinoin gel in reducing acne lesions over a 12 week period.



The incidence of adverse cutaneous effects was significantly lower for patients on Differin.

Differin gel should be applied to the affected areas once a day after washing, and at night. It should not come into contact with the eyes, mouth, angles of the nose, or mucous membranes.

Differin gel (30g tube, NHS price \$8) is being launched to dermatologists in January, and to GPs from May onwards.

**Galderma (UK). Tel: 01494 432606.**

## Natrilix goes sustained release

Servier Laboratories has developed a new sustained release formulation of the diuretic Natrilix.

It contains 1.5mg indapamide in a hydrophilic matrix, which releases the drug slowly over 24 hours, producing a smooth pharmacokinetic profile. The new formulation's profile lacks the plasma onset peak which is associated with potassium excretion.

Natrilix SR offers an improved side effect profile with a significant reduction in hypokalaemia compared to Natrilix 2.5mg.

The dose is one tablet daily, taken preferably in the morning. Natrilix SR is available in packs of 30 tablets (\$4.47 basic NHS).

**Servier Laboratories. Tel: 01753 662744.**



## Liptor – a lipid lowering agent

Parke-Davis has introduced Liptor tablets, containing atorvastatin, a new lipid lowering agent.

Liptor tablets are indicated as an adjunct to diet for reduction of elevated blood lipids in patients with hypercholesterolaemia or combined hyperlipidaemia when response to diet and other measures is inadequate.

Patients should be placed on a standard cholesterol-lowering diet before receiving Liptor and should continue on this diet during treatment.

The usual starting dose is 10mg once daily, taken at any time of day. A therapeutic response is usually seen within two weeks and the maximum response within four weeks. Doses should be individualised according to baseline LDL-C levels. The maximum dose is 80mg daily.

Liptor is generally well-toler-

## Xalatan for glaucoma

Pharmacia & Upjohn has launched a new eye drop, Xalatan, to treat elevated intraocular pressure in patients with open angle glaucoma and ocular hypertension, who are intolerant or insufficiently responsive to other medication.

Xalatan contains latanoprost, a prostaglandin F 2-alpha analogue, which reduces the intraocular pressure by increasing the outflow of aqueous humour.

The main mechanism of action is increased uveoscleral outflow, although some increase in outflow facility (decrease in outflow resistance) has been reported.

The reduction of intraocular pressure starts about three to four hours after administration and maximum effect is reached after eight to 12 hours, with subsequent pressure reduction being maintained for at least 24 hours.

The recommended dose is one drop in the affected eye(s) once daily. The best effect is obtained if Xalatan is administered in the evening.

Xalatan eye drops have a shelf life of two years, when stored in a cold place (2-8°C). Each 5ml bottle contains 2.5ml, corresponding to 80 drops of solution. The NHS price for a bottle is \$14.10.

**Pharmacia & Upjohn. Tel: 01908 661101.**



# Schaffer claims final victim

A pharmacist continued to buy unlicensed medicines from a 'rogue' wholesaler, even after he noticed the man had sent him illegally-imported medicines, the Statutory Committee was told last month.

Kamlesh Patel, of Wentworth Drive, Bedford, just sent the drugs back to Pierre Schaffer without telling anyone, it was claimed.

Instead, Mr Josselyn Hill, for the Royal Pharmaceutical Society, told the Committee that Mr Patel continued to spend large sums of money on drugs for retail sale or supply from Mr Schaffer, until the dealer was arrested in October 1993.

Mr Patel is the 18th and last pharmacist to appear before the Committee charged with misconduct over the alleged dealings with Mr Schaffer.

Mr Hill said Mr Schaffer would deliver large consignments from the back of his car to Mr Patel's pharmacy, trading as Lanescroft Sales in Castle Road, Bedford.

Drug investigators found illegally imported drugs – some from Mexico and India – at the pharmacy, and also inadequately labelled items, mixed batches and a large number of 'popped' drugs in the Castle Road Pharmacy, and at Lanescroft's two other pharmacies in Skegness.

Mr Hill said that invoice books identified about 30 separate consignments of medicine from

Schaffer, totalling about \$75,000.

Mr Patel made admissions concerning the incorrectly labelled medicines and other discrepancies found at the three pharmacies, but made no admissions on the 'Schaffer' charges.

Mr Edward Fitzgerald QC, for Mr Patel, submitted it would be unfair for the Committee to allow hearsay evidence from a "charlatan and rogue" like Schaffer.

Mr Fitzgerald, opposing the admission of invoices written by Mr Schaffer of alleged drug sales to Mr Patel, accused the "prosecution" of trying to "smuggle in" the evidence of Mr Schaffer in his absence in a bid to bolster its case. All the evidence from Mr Patel was that he had told Schaffer to "clear off" when he found out he was trying to sell him unlicensed medicines.

Mr Hill said the Committee was not a criminal court and he was not a prosecutor. It had been accepted for many years that disciplinary bodies such as the Committee had an enormous degree of discretion regarding what evidence to admit.

Mr Hill said that Mr Patel's solicitors had made no request for Mr Schaffer to attend the hearing for the last 15 months. "It is essential this Committee should see the invoice books."

The Committee adjourned the case, without reaching a decision on the application until a date to be fixed – probably in March.

# Over-prescribing to excess ...

A pharmacist in Warrington, Cheshire, made money through the excess prescribing and supply of drugs to local residential homes, the Statutory Committee was told in December.

John Schofield, superintendent pharmacist at Thomas Brown Chemists, Stockton Heath, did not attend the hearing for health reasons but gave evidence in affidavit form.

Mr Josselyn Hill, solicitor to the RPSGB, said Mr Schofield provided dispensing services at four residential homes. He requested repeat scripts from GPs by submitting patient requests generated from computer records in his pharmacy. This led to many erroneous scripts.

The Committee found Mr Schofield guilty of serious professional misconduct and ordered his name to be struck off the Pharmaceutical Register. Chairman, Gary Flather QC, said what Mr Schofield had done was not fraud, but he had been guilty of "serious pharmaceutical incompetence".

His actions were also a serious breach of public trust and the Committee had no alternative but to strike him off.

It was accepted that the offences were not in character. Mr Flather hoped Mr Schofield would appear before them and demonstrate his fitness to be restored in one or two years time.

In his affidavit, Mr Schofield admitted there was excessive prescribing but denied there was any excess in the supply of medication to the homes.

He denied any knowledge of having requested a prescription for a patient who had died. However, he admitted depending on the GP or the home to let him know that a patient had died.

Although Mr Schofield employed a locum pharmacist, he accepted responsibility for all that went on in his pharmacy.

Mr Schofield admitted that, in error, he had claimed for medications not supplied. He also accepted he probably had too many patients and he has now disposed of the pharmacy.



## TRAXAM TOP TIPS FOR MANAGING SOFT TISSUE INJURIES IN PHARMACY

### NUMBER 10

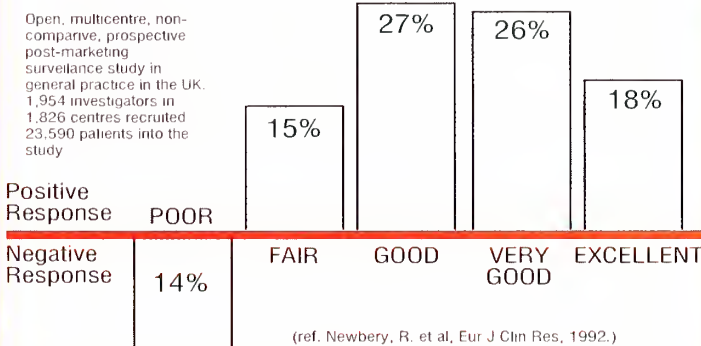
### EFFECTIVENESS AND SAFETY

When you recommend a topical gel for the treatment of pain from injured muscles, tendons and ligaments, you need to have confidence in the effectiveness and safety of your recommendation. TRAXAM Pain Relief Gel gives you that confidence.

*suffered only localised skin reactions at the site of application.*

So, when you recommend TRAXAM Pain Relief Gel to your customers, you not only have every confidence in TRAXAM Pain Relief Gel giving

### OVERALL EFFICACY AFTER 14 DAYS



A large clinical study involving 23,590 patients was conducted with GPs from around the United Kingdom. This study showed the effectiveness of TRAXAM, with 86% of patients seeing positive signs of benefit from TRAXAM (see graph). Not only was it very effective, but it was also very well tolerated with 98.5% of the patients reporting that they did not suffer from any side-effects at all. Of those who experienced adverse reactions, most

powerful, penetrating, anti-inflammatory pain relief, but you can also rest assured that it is very unlikely that one of your customers will experience an adverse reaction to the treatment.

*Traxam Pain Relief Gel is a cosmetically pleasant clear gel, with no smell, no burn, and no greasy residue.*

**Just pure pain relief.**



**PRODUCT INFORMATION:** Presentation: Clear, non-greasy, non-staining gel containing 30mg telbinac in each gram. Uses: A topical anti-inflammatory and analgesic for the relief of symptoms associated with soft tissue injury such as sprains, strains and contusions. Dosage: Rub 1g TRAXAM Pain Relief Gel (approximately 1 inch (2.5cm) of gel) into the affected area 2 to 4 times a day. Do not use for longer than 7 days. The total dose should not exceed 25g per day regardless of the number of affected areas. Elderly: No special dosage recommendations are made for elderly patients. Children: Not recommended for use in children under 12 years of age. Hands should be washed following application of TRAXAM Pain Relief Gel unless they are in the treatment site. Contraindications: Hypersensitivity to the ingredients. TRAXAM Pain Relief Gel should not be given to patients in whom attacks of asthma, urticaria and acute rhinitis are precipitated by Aspirin or other non steroidal anti-inflammatory drugs. Precautions and special warnings: Use of TRAXAM Pain Relief Gel should be limited to intact and non diseased skin. Contact with mucus membranes and the eyes should be avoided. TRAXAM Pain Relief Gel should not be applied with occlusive dressings or simultaneously to the same site as other topical preparations. Safe use of Felbinac in early childhood has not been established. Side effects: Overall incidence of side effects with felbinac is low. Local effects such as mild local erythema, irritation, dermatitis pruritus and paraesthesia, which recover spontaneously on cessation of treatment, are the most common reactions. Pharmaceutical precautions: Store below 25°C. Legal category: P. Package quantities: 30g tubes. Product licence number: PL/0095/0119. Price: £3.99 RSP (£3.40 ex VAT). Name and address of licence holder: Cyanamid of Great Britain Ltd, Cyanamid House, Fareham Road, Hampshire PO13 0AS. Distributor: Whitehall Laboratories Limited, Berkshire, SL6 0PH.

Whitehall Laboratories Limited, Huntercombe Lane South, Taplow, Maidenhead, Berkshire, SL6 0PH.



# Aid for New Year quitters

**How can pharmacists help the smoker with new year resolve? Dr Terry Maguire, a proprietor pharmacist in Belfast, describes a current research project**

**O**n January 1, the Pharmacy Practice Research Group at Queen's University relaunched its Community Pharmacy Smoking Cessation Project.

Smoking is responsible for three million deaths a year worldwide and remains the single most preventable cause of premature death. A causal relationship between premature death and cigarette smoking has been confirmed and is more significant than was first thought. The death rate ratio of life-long smokers was found to be three-fold that of non-smokers at ages 45 to 64. It is suggested that about half of all regular cigarette smokers will eventually be killed by their habit.

In the UK, 25 per cent of all premature deaths from coronary heart disease and 80 per cent of all deaths from lung cancer are associated with cigarette smoking. Smoking related illness costs the UK Health Service an estimated \$610 million annually.

In the UK, 30 per cent of the population smoke, and two out of three smokers wish to stop. In Northern Ireland, around 35 per cent of the population smoke. There is, then, a need for an effective, community based smoking cessation service, and the community pharmacist is an ideal person to provide it.

The most recent Regional Health Strategy for Northern Ireland – 'Health and Well-being 1997-2002' – has set the ambitious target of a reduction of 30 per cent by the year 2002.

In 1990, a study was undertaken to establish the involvement of pharmacists in smoking cessation and their training needs. From this work it was decided to develop a smoking cessation service model that would be practical for the majority of UK community pharmacists to use. Danish pharmacists



had developed a model which provided support for smokers, but it was based on group sessions outside normal pharmacy hours.

It was decided that a practical model for UK pharmacists should involve the pharmacist in smoking cessation as part of daily activities. Traditionally, pharmacists had not been involved in health promotional activities, and it appeared that many felt smoking cessation was not consistent with their dispensing role.

The model which was developed – the PAS Smoking Cessation Service Model for Community Pharmacists – is being evaluated in the current study.

Pharmacists and counter assistants were given training to provide an effective service. The service is promoted in the pharmacy using poster and window displays. The PAS Smoking cessation model considers:

- the use of professional contacts with patients/customers to promote smoking cessation and to educate and motivate smokers to stop. Referrals from GPs would be most welcome.

- Once the smoker has agreed to take advantage of the service they are given a series of one-to-one structured counselling sessions with the pharmacist. The

issues to be covered are listed in the model, which is used as a discussion feature in the sessions.

At the first interview, which usually takes ten minutes, the smoker's details are recorded and the interactive programme covered. Smokers are given a leaflet which outlines the key issues and are encouraged to come back to the pharmacy for follow-up – an important part of the programme.

## Progress so far

Each pharmacy taking part in the project has been asked to recruit 12 smokers who wish to stop. Six will be randomly selected to receive the PAS programme and the other six will get *ad hoc* pharmacy advice. The study will compare the success rate in each group.

Smokers in the programme pay nothing. They must, however, agree to a follow-up by the research team at three, six and 12 months from entering the programme. If they are still not smoking, they will be asked to provide a urine sample. This will be analysed at Queen's for cotinine. Absence of cotinine will confirm a non-smoking status.

In June last year, the researchers reviewed progress on the project and made some changes. For example, we developed a 'Dear Doctor' letter for pharmacists to personalise and send to local GPs. The letter was in *Ulster Medicine* in December, with a list of participating pharmacies.

Around 85 pharmacies are taking part and over the past nine months they have enrolled more than 500 smokers into the study. Lay press coverage was poor, so the public was not widely informed of the project or of the PAS model – hence the relaunch. January 1 is traditionally a time for smokers stopping, and pharmacists providing a smoking cessation service at this time would benefit from such promotion.

In the relaunch, the research team will be targeting the public and doctors. For the public, we plan a series of newspaper articles, radio interviews and TV. For the doctors, an article will appear in *Ulster Medicine*.

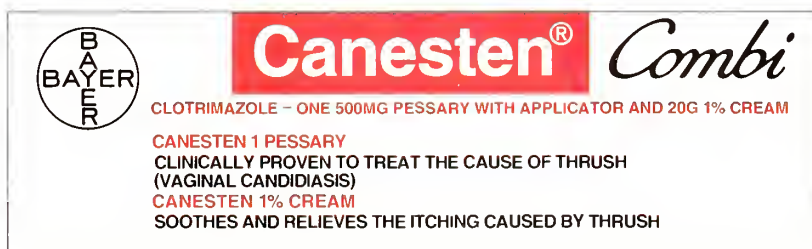
This project and its findings will be important for pharmacy, not only in Northern Ireland, but in the UK generally. As a profession we have been arguing for years that we have an important contribution to make to health promotion. This study is large enough to show that effect. The results will, therefore, greatly influence government funding of this aspect of our role.

This research study, sponsored by DHSS and the Medical Research Council, started on No Smoking Day 1996, and is the first large scale study into the benefits of using community pharmacists in a structured smoking cessation programme. It also assesses their effectiveness in health promotion.

Pharmacists who wish to take part should telephone the author on 01232 320590.



# It sells the fastest because it works the fastest.



Nothing treats thrush faster than Canesten Combi.

Which might explain why Canesten outsells its nearest rival by 10 to 1.

And to make sales move even faster, we're spending £1 million on a new TV campaign, on air now. It's just part of our £3.5 million budget for the year.

Unlike oral treatments, Canesten Combi works directly on the infection, causing no drug interactions.

It gives immediate relief from itching with Canesten 1% cream, and clears the infection fast with a single dose pessary.

Canesten Combi. It works fast. It sells fast. You should order some fast.

**Abridged Prescribing Information.** **Presentation:** One Canesten 1 pessary (containing 500mg clotrimazole BP) plus a 20g tube of Canesten 1% cream (containing 1.0% clotrimazole BP) **Uses:** Pessary for candidal vaginitis; cream for associated vulvitis and to treat the sexual partner to prevent reinfection. **Dosage and Administration:** **Adults:** The pessary should be inserted intravaginally, preferably at night, using the applicator provided. The cream should be applied night and morning to the vulva and surrounding area and/or to the partner's penis to prevent reinfection. **Children:** Paediatric usage is not recommended. **Contra-indications:** Hypersensitivity to clotrimazole. **Warnings and Precautions:** Medical advice should be sought if this is the first time the patient has experienced symptoms of candidal vaginitis. Before use, medical advice must be sought if any of the following are applicable: More than two infections of candidal vaginitis in the last six months; previous history of a sexually transmitted disease or exposure to partner with sexually transmitted disease; pregnancy or suspected pregnancy; aged under 16 or over 60 years; known hypersensitivity to imidazoles or other vaginal anti-fungal products. Do not use if the patient has any of the following symptoms, whereupon medical advice should be sought. Irregular vaginal bleeding; abnormal vaginal bleeding or a blood-stained discharge; vulval or vaginal ulcers, blisters or sores, lower abdominal pain or dysuria; any adverse events such as redness, irritation or swelling associated with the treatment, fever or chills; nausea or vomiting; diarrhoea; foul smelling vaginal discharge. If no improvement in symptoms is seen after seven days, the patient should consult their doctor. **Side-effects:** Rarely local mild burning or irritation immediately after use. Hypersensitivity reactions may occur. **Use in Pregnancy:** Only when considered necessary by the clinician. If used during pregnancy, extra care should be taken when using the applicator to prevent the possibility of mechanical trauma. **Legal Category P. Package Quantities and Basic NHS Cost:** 1 x 500mg pessary packed in foil, plus a 20g tube of Canesten 1% cream. An applicator for the pessary is included, £4.25. **Produce Licence Numbers:** Cream 1% 001Q/0016R, 500mg Pessary 001Q/0083. **Further information available from:** Bayer plc, Pharmaceutical Division, Bayer House, Strawberry Hill, Newbury, Berkshire RG14 1JA. Telephone (01635) 563000. **Date of Preparation:** July 1995 © Bayer plc, August 1996.



# *The Strongest Gum?*

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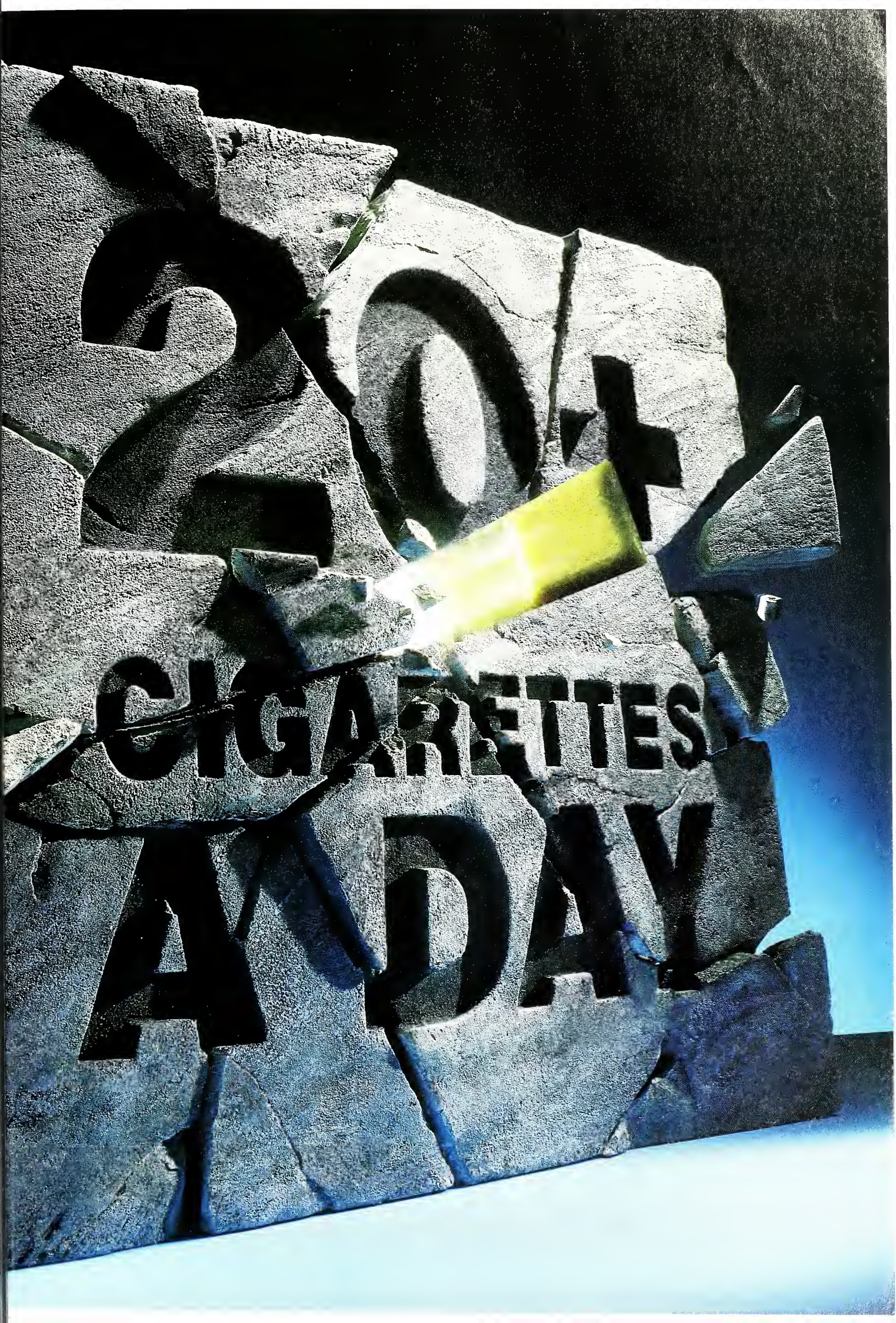
**Product information:** Presentation: Nicorette Mint Plus contains 4 mg of nicotine in a chewing gum base. **Indication:** An aid to smoking cessation. **Dosage and Administration:** Each piece should be chewed slowly for 30 minutes. After 3 months ad libitum dosage, Nicorette Mint Plus should be gradually withdrawn. Maximum recommended daily dose: 15 x 4 mg pieces. Not suitable for children.



Pharmacia  
& Upjohn

**Precautions:** Peptic ulcer, gastritis, angina, coronary disease. **Contra-indications:** Pregnancy. **Adverse effects:** Occasional hiccups, indigestion, hyper-salivation, throat irritation, allergy. **Package Quantities:** Boxes of 15 pieces, 30 pieces and 105 pieces, in blister strips of 15 pieces. £1.70 (15), £3.98 (30), £10.80 (105) (trade price correct at time of printing). PL No: 0022/0113: held by Pharmacia Labs. Ltd., Milton Keynes, MK5 8PH.







# For a few dollars less

**The 31st Annual Midyear Meeting of the American Society of Health System Pharmacists was held in New Orleans just before Christmas. Steven Kayne reports**

Such is the pre-occupation with pharmacoeconomics to providers and purchasers in the US that this year's Midyear Clinical Meeting of the American Society of Health Systems Pharmacists could have been subtitled 'How to get the most out of the health-care dollar'. Many of the sessions addressed the subject in considerable detail.

The practice of managed care organisations in allocating fixed amounts of cash to treat patients has focussed attention on maximising resources to a greater extent than ever before, and this has not gone unnoticed by the public.

A popular record at the moment is entitled 'Grandma's MCO did her in' and relates the sad tale of granny's demise following an aneurism during the family Christmas lunch!

The Convention was mainly aimed at hospital pharmacists, although there was much to interest other disciplines. More than 15,000 delegates, plus a further thousand visitors from 40 foreign countries, met in a warm and sunny New Orleans.

There was a frequently changing poster session and a 1,000-stand exhibition also associated with the meeting. There was a bewildering array of electronic equipment, new drug presentations, pharmacy artifacts and – tucked away in a corner – a jar of leeches! Among the most useful of the give-aways was a copy of all the abstracts on disk.

## Slips and mistakes

In a three hour session concerned with adverse drug events, a distinction was drawn between 'slips', resulting from defective automatic cognitive mechanisms derived from learned patterns of behaviour, and 'mistakes' resulting from poor problem solving decisions. Many errors were apparently caused by activities that relied on short-term memory functions and concentrated attention.

It was further stated that most errors were made by conscientious, well-trained operators and

had less to do with neglect than with systems failures. Blame should be shared collectively by the healthcare team rather than directed at one individual.

All very well in the hospital environment, but the poor community pharmacist can be left exposed.

Various methods of investigating the relationship between healthcare and its outcomes were presented by several speakers. Outcomes were characterised as being of three types: clinical (improving disease symptoms), humanistic, (improving quality of life, patient satisfaction) and economic.

The latter were split into the direct medical costs of treatment, and the far higher indirect costs, due to days lost at work, and the cost of providing care, for example. Outcomes research was acknowledged as being vital to the acceptance of treatments by the MCOs and is likely to become increasingly important in the UK, too.

It was suggested that variation lies at the heart of the problems of measuring outcomes; quality

is improved if variation is reduced. This would seem to preclude the adoption of the more holistic view of treatment that is slowly emerging in the UK.

Homoeopathy and herbalism enjoyed some exposure but appeared to be considered still as fringe activities by many, although consumer interest was growing.

A speaker at the epilepsy forum admitted that the US was behind Europe in its approach to treating the condition, therapy being based mainly on the older anti-convulsant compounds such as phenytoin, carbamazepine, valproic acid and phenobarbitone. Most patients have yet to experience the advantages of the newer drugs like lamotrigine, although several compounds are in the pipeline.

## Still on the agenda

Pharmaceutical care was also on the agenda. Typically, there was some difficulty defining exactly what was meant by the term. A community pharmacist from the north explained how one of his customers telephoned while she was 2,000 miles away on holiday

to ask for advice on what was the best OTC medicine to buy for a troublesome cough. "Now that's what I call pharmaceutical care," he announced with a proud grin.

He went on to make an impassioned plea for the State Pharmacy Boards to do something about attracting newly qualified pharmacists to middle America. Around 25 per cent of the US population lives in rural areas but they have only 12 per cent of the countries' pharmacists to care for them.

The speaker suggested that the pharmacy schools should admit more students from rural areas because experience had shown that they were more likely to return home to practise. Financial incentives were another possibility.

In Nebraska, students wishing to study pharmacy and agreeing to return to a rural location could secure automatic entry to their local pharmacy school. However, this innovative policy had led to many candidates failing exams during the course and it has now been reviewed.

## Shot in the arm

Another community pharmacist explained how, after appropriate training, pharmacists in 17 rural states had been empowered to administer vaccines including influenza, pneumonia and hepatitis in their pharmacies. It was proving to be very profitable. Co-operation with physicians had been excellent with many referrals.

Every dollar spent on flu vaccine saved \$14 in subsequent health costs – a fact that was not lost on the health care providers.

There were the usual complaints about remuneration. One long established pharmacy had taken to selling flowers to augment finances; unfortunately, special air filtering became necessary to protect clients from allergies!

A short session debated the link between dosing of medicines and patients' Circadian Rhythms.

There was a motive for the inclusion of such a subject, of course. If it could be shown that dosing at certain times of the day was more effective than at other times, it might be possible to cut down on the total amount of medicine required.

The 30 or so Brits present all agreed that the Convention was well organised and provided a wealth of quality information.



**Pharmacists in 17 rural US states can administer vaccines in their pharmacies. It is proving to be profitable, and popular with doctors**



# Trade fairs, conferences and exhibitions ... plan for 1997

**Premiere Beautyworld** trade fair. January 25-28 in Frankfurt, Germany. Details from Collins & Endres, Messe Frankfurt's UK representatives on 0171 4604090.

**Telemedicine for the European Healthcare** conference. January 27-28 at the Chelsea Hotel, London. Details from Kay Hayre at IIR on 0171 915 5000.

**National Association of Senior Pharmacy Managers AGM** and Seminar 'Managing staff shortages'. February 6 at the Royal Pharmaceutical Society. Contact Ali Datto on 01444 412619.

**Colipa - The European Cosmetic, Toiletry & Perfumery Association** Information day. February 6 at Hotel Conrad International, Brussels, Belgium. Details from Daniele Martoux on +32 2 227 6610.

**Guild of Hospital Pharmacists** group delegates meeting. February 8 in Manchester. Details from Ian Simpson on 01865 202301.

**PIANA Conference** organised by *Chemist & Druggist* Special Projects/Pulse. February 27-28 at the Royal Pharmaceutical Society of Great Britain. Details from Cynthia Anderson-Doble on 01732 36422 ext 2269.

**LPC conference and PSNC annual dinner** March 3 at the Queen Elizabeth II Conference Centre, London. Details from Geraldine Cato at PSNC on 01296 432823.

**Chemex North** March 9 at the Manchester University's Armitage Centre, Fallowfield. Contact Rebecca Start at Miller Freeman Exhibitions on 0181 302 8585.

**Functional Foods & Nutraceuticals conference** on development, marketing and regulation. March 13-14 at the Berners Hotel, London. Details from SMi on 0171 252 2222.

**European Association of Hospital Pharmacists** 2nd annual congress. March 13-15 in Porto, Portugal. Details from the EAHP Congress Secretariat on +31 313 452 911.

**Infarma 97**, the Spanish Congress of Pharmacy and OTC-Pharmacy Trade Fair. March 13-15 in Barcelona, Spain. Details on +31 93 416 1466.

**Pharmagora** pharmacy exhibition. March 15-17 in Paris. Details from Makabi on +33 01 40 50 89 89.

**Retailing and the New Millennium** conference. March 17-19 at the Queen Elizabeth Conference Centre, London. Details from



Budapest plays host to the Vantage Convention in May

Patricia Attwell on 0181 277 5331.

**The Pharmaceutical Sciences Group and The Institute of Biology** symposium 'Are natural therapies safe and effective?'. March 20 at the RPSGB. Details from Pharmaceutical Sciences Group secretary on 0171 735 9111.

**British Pharmaceutical Students Association** conference. April 6-13 in Bath. Details from Natalie Scott on 01256 516111.

**National Association of Women Pharmacists** annual meeting. 'Fighting infection in the millennium'. April 11-13 at the Strathallan Thistle Hotel, Birmingham. Contact Lady Constance Perris on 0121 449 3652.

**Guild of Hospital Pharmacists** National Weekend School. April 11-13 in Cardiff. Details from Ian Simpson on 01865 202301.

**International Federation of Societies of Cosmetic Chemists (IFSCC)** conference 'Cosmetics - pearl of natural sciences'. April 11-16 at the Budapest Convention Centre, Hungary. Details from Maria Loky on +36 1 201 6883.

**Pharmaceutical Technology** Conference & Exhibition. April 15-17 at the Divani Caravel Hotel, Athens, Greece. Contact Nicky Molloy on 01737 768611.

**Health Services Research & Pharmacy Practice** Conference. April 17-18 at The School of Pharmacy, London. Details from Doris Long at the Centre for Pharmacy Practice on 0171 753 5856.

**Pharmaceutical Society of Northern Ireland** Presidential Dinner. April 19 at the Culloden Hotel, Cultra. Details on 01232 326927.

**Nucare Convention** April 19-20 at the Hinckley Island Hotel, Hinckley, Leics. For details, tel: 0181 732 2772.

**YPG Society** Council hustings. April 20 in Birmingham. Contact Sultan Dajani on 01980 654241.

**Cosmoprof** April 25-28 in Bologna, Italy. Details from CTPA on 0171 491 8891 or SOGECOS on +39 2 796 606.

**Scottish Pharmacists in Mental Health** seminar and AGM. April 27. Venue to be announced. Contact Jim Lynch on 01383 623623 ext 5298.

**UKCPA AGM** May 9; Spring symposium May 9-11 at Hinckley Island Hotel, Leicestershire. Details from Pat Kennedy on 0116 277 6999.

**RPSGB AGM** May 14; Branch Representatives' Meeting May 15. At the Society, tel: 0171 735 9111.

**Vantage Convention** May 15-18 in Budapest, Hungary. Contact Travel & Corporate Events International on 01277 224761.

**Medica 97** exhibition, 'Where care and business meet', May 18-21 in Jaarbeurs Utrecht, the Netherlands. Contact Royal Dutch Jaarbeurs Exhibition Organizers on +31 30 295 5911.

**European Society of Clinical Pharmacy** Conference on 'Disseminating Drug Information'. May 21-23 in Amsterdam. Details from L. Goldberg on 0161 787 5651.

**Retail Solutions 97 & Retail 97** exhibitions, May 20-22 at the NEC, Birmingham. For details phone 0181 277 5255.

**Your Health Show** May 29 - June 1 at London Olympia. Details from David Warren or Sarah Henning on 01923 840044.

**Scapex** - The Scottish Chemist & Pharmacists Exhibition. June 6-7 in Glasgow. Details from Peter King on 01737 789601/2.

**RPSGB Scottish Executive AGM** and branch representatives meeting. June 11 at York Place,

Edinburgh. Details on 0131 556 1386.

**The 33rd Congress for the History of Pharmacy** June 11-14 in Stockholm, Sweden. Contact the Swedish Academy of Pharmaceutical Sciences on +46 8 723 5000.

**Drug Absorption** 4th International Conference. June 13-15 in Edinburgh. Contact the DAC Secretariat on 0131 300 3300.

**Helfex** health product exhibition. June 15-16 at the Telford International Centre, Salop. Contact Penny Viner on 0181 398 9520.

**AESGP** annual meeting. June 18-21 in Budapest, Hungary. Details on +32 2 725 5130.

**NAHAT The Health Fair**. June 21-26 in Brighton. Contact Karen Hunter on 0121 471 4111.

**RPSGB Welsh Executive AGM**. July 16 at the Marriot Hotel, Cardiff. Details from Christine Gray on 0171 735 9141.

**FIP '97** August 31 - September 5 in Vancouver, Canada. For details contact FIP Congress & Conferences on +31 70 363 1925.

**The 134th British Pharmaceutical Conference** September 15-18 at the Spa Complex and the Royal Hotel, Scarborough. Contact the RPSGB Secretariat on 0171 820 3275.

**Unichem Convention** September 20-27 in Malta. Details from convention director Tony Foreman on 0181 391 7153 or Soler International on 0181 893 1333.

**Chemex** September 21-22 at Olympia. Contact Rebecca Start on 0181 302 8585.

**Cosmoprof Asia** beauty trade show. October 6-8 in Hong Kong. Further details from Birmingham Chamber of Commerce & Industry on 0121 455 9600.

**Ulster Chemists' Association** Presidential dinner dance. October 11 at the Culloden Hotel, Cultra. Details on 0123 320787.

**Expopharm 97** October 16-19 in Dusseldorf, Germany. Details from Jennie Franks on 01628 751132.

**CTPA** autumn conference. October 20-21 at the Swallow Royal Hotel, Bristol. Contact Heloise Nolan on 0171 491 8891.

**YPG AGM** and conference. October 25-27 in Manchester. Details from Sultan Dajani on 01980 654241.

**UKCPA** Autumn symposium. November 21-23 at the Pembroke Hotel, Blackpool. Details from Pat Kennedy on 0116 277 6999.



Within its first year, Diflucan\* One has already reached number one in £ sales<sup>1</sup> in the OTC vaginal thrush sector.

Capturing one in five users in a market that has nearly doubled in size<sup>2</sup> since Diflucan One launched in November 1995.

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And they like the fact it works: on average, women experience some relief from thrush symptoms in one day and complete relief after just two days<sup>3</sup>.

Now we aim to make sure that thrush sufferers everywhere hear of the simple effectiveness of Diflucan One.

So, in 1997, we are spending over £2 million on advertising, including an arresting TV campaign which begins in the London area in January.

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launch

1. IRI Infocan, 6 October 1996. 2. Report of an International Multicentre Trial (1989) Brit J Obstet Gynaecol 96: 226-232. 3. Abbreviated product information for Diflucan One (fluconazole). Presentation Capsule containing 150mg fluconazole. Indication and dosage Vaginal candidiasis. Adults (15-60 years): single or 150mg dose. Contra-indications Hypersensitivity to fluconazole or related azoles, pregnancy and women of childbearing potential unless adequate contraceptive



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# Norton resigns from ABPI

Norton Healthcare has resigned from the Association of the British Pharmaceutical Industry in a row over a trade promotion.

Europharm, a wholesaler based in West Sussex, had placed a trade ad headed 'in association with Norton Healthcare', that offered Marks & Spencer vouchers and/or a mountain bike for pharmacists who bought certain prescription medicines.

The ABPI decided that the advertisement breached the Prescription Code of Practice because it was offering "unacceptable inducements".

Clause 18.1 of the code says that 'no gift, benefit in kind or pecuniary advantage shall be offered or given to members of the health professions or to administrative staff as an inducement to prescribe, supply, administer or buy any medicine, subject to the provisions of Clause 18.2'.

Mountain bikes and M&S vouchers were personal benefits and had nothing to do with medicine or pharmacy, said the ABPI.

However, Norton had argued that Clause 18.1 did not apply to promotions and trade practices

that existed before January 1, 1993. Europharm was repeating a practice, it claimed, that existed before that deadline.

Offering mountain bikes and vouchers were equivalent to discounts, Norton added, because purchasers were eligible only if they purchased a certain amount of goods. Bikes and vouchers were not being given for free.

Other companies were running similar promotions, according to Norton.

However, the ABPI's ruling was upheld by an Appeal Board.

Nick Foster, Norton's marketing director, says it left the ABPI to make a point. "We were concerned that the case we made was a very strong case; they [ABPI] decided differently. Normally, we would stick to the code of conduct, but we decided they had made an error of judgement that affected not only us but other companies. And so we decided to make a stand against it."

The ABPI has conceded that Clause 18 is 'opaque' and has set up a working party, whose findings are expected shortly, to see if the clause can be clarified.

Assuming the clause is made clearer, Mr Foster says Norton does not rule out returning to the ABPI fold. "We would always keep our options open," he says.

Norton, he adds, will continue to abide by the ABPI's code of practice.

"We're very concerned that our promotional activities are ethical. That [mountain bike and voucher offer] was a one-off. It involved a wholesaler that was not a member of the ABPI."

Meanwhile, the ABPI says it regrets Norton's resignation and points out that only a handful of companies have chosen to be outside its jurisdiction.

"In its evidence, Norton provided details of other companies, which it alleged had operated similar schemes. No complaints have been received by the Prescription Medicines Code of Practice Authority in connection with these, and whether or not to take action against these companies named is still being considered," it says.

Any further complaints against Norton will be forwarded to the Medicines Complaint Agency.

## Lentheric in Classic Brands deal

International Classic Brands (ICB) has acquired exclusive rights to sell Lentheric brands for ten years.

ICB signed the deal with Yardley, Lentheric's manufacturer, for an undisclosed sum. Eric Golding, ICB's director, says it saw an opportunity for the deal because Yardley did not seem to be interested in the brands.

The company has bought Lentheric's Finesse. And it has rights to the remainder, including Tramp, Onyx, Just Musk and Elle.

These, says Mr Golding, are well known brands that will complement its lines.

"It costs a fortune to establish any brand name today. All our brands are well known, but we need to give them a bit more support [by expanding the portfolio]," says Mr Golding.

ICB may introduce more Lentheric lines, depending on how the market reacts to the current range.

## Twice daily service for slow sellers

Unichem has extended its twice-daily delivery service to include its slowest selling surgical lines.

About 1,300 of these lines were previously stocked solely at its South Normanton branch, where they were despatched within 24-36 hours.

The faster moving lines – 2,700 of them – were stocked at other Unichem depots.

Unichem changed its mind when a customer service survey revealed that pharmacists wanted to provide a quick turnaround on all surgical products.

Its slowest-selling lines, delivered twice-daily, are now available in all of its depots.

Martyn Ward, Unichem's sales and marketing director says: "In the past, many of the stocks held at South Normanton were those which were less frequently ordered. But pharmacists need to fill their customers' prescriptions quickly – whatever the product; however seldom it's requested by a patient."

## Cortecs testing oral insulin

Cortecs Diagnostics has an oral insulin and several rapid diagnostic tests in the pipeline.

The oral insulin, due to enter Phase II clinical trials early this year, uses insulin in an oil dispersion which is not broken down until it reaches the liver. Cortecs says the product has looked promising in its Phase I trials.

Rapid tests for glycosylated haemoglobin and albumin, which indicate poor diabetic control, are being developed to diagnose and manage diabetes. They would have an advantage over

blood glucose testing because they would indicate poor control over weeks, not the past 24 hours.

A rapid saliva test for *Helicobacter pylori* will be the next diagnostic test to be launched and could be available to pharmacies and GP surgeries.

Osteosal, developed in collaboration with Osteometer, will offer GPs a quick means of detecting whether the breakdown of bones has increased and whether the risk of osteoporosis has risen.

## Sports injury seminars

Milas Healthcare, makers of Medisport sportscare products, plans to launch training seminars for pharmacists in April.

John Priestley-Cooper, Milas' national sales manager, says the seminars will show pharmacists how they can make the most of the sportscare market.

Each seminar is linked with the Professional Footballers Association and will be held at a top football club. Milas has already booked Arsenal and says that other major names will

be announced later.

"Because its a trauma purchase, consumers are not sure who to go to, so they try sports shops first. Obviously, they cannot get the advice they need there, whereas they could get all the help they need from pharmacists," he says.

And that means "pharmacists need to highlight the fact that they're health/injury specialists".

Milas has also set up a team to push its sales drive through pharmacies.

## Boots rejects W. H. Smith

Boots and "one of the biggest supermarket chains" are believed to have looked at, and then pulled away, from acquiring W. H. Smith, according to the *Financial Times*.

## Anti-forgery device

A system to detect forged bank notes and credit cards has been introduced by Lonsto (International). The detector uses ultra-violet light to check the quality of the bank note's paper. Counterfeit notes will glow brightly under the detector. Credit cards have hidden ultra violet symbols to identify them as genuine. Lonsto can be contacted on 0181 882 8575.

## Environmental fears

Businesses are being put off unnecessarily from acquiring pharmacies and pharmaceutical companies in the UK because they think they will inherit environmental problems, according to KPMG Transaction Services, which advises on specialist deals. Publicity about the growing risk of hidden environmental liabilities, it adds, has created a 'corporate paranoia' about buying contaminated land.



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**TRADE LESS 70%+VAT** - Prostop SR inj (exp 12/96), trade less 50% - Zofran Inj 2ml and 4 ml. Tel: 01482 354260.

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# CHEMIST & DRUGGIST PRICE SERVICE



This Supplement updates the latest Chemist & Druggist monthly Price List. It provides a cumulative list of amendments and previous Supplements should therefore be discarded.  
Trade prices are per unit unless otherwise stated. Bold upright figures (0.14) in the retail column indicate price is subject to retail price maintenance. Italic figure (0.14) is the manufacturers recommended price. Light upright (0.14) is a suggested guide. a = price advanced. r = price reduced. ● = new entry. d = deleted. c = change or correction. i = insert. **Three simple rules for price checking. 1. Look under 'This Week's changes'. If price is not listed. 2. Check cumulative section. If price is not listed. 3. Refer to the last main price list. Price is latest notified.**

## This week's changes to the January Price List.

		PIP code	Trade	VAT	Retail						PIP code	Trade	VAT	Retail					
AMOXICILLIN (see Zoxycil)																			
APPLEFORDS (Kerry Ingredients)																			
(distributors EGL Foodbrokers)																			
crude molasses	340g	207-9416	6.000(12)	Z	d														
low salt gravy mix	170g	023-5895	9.450(12)	Z	d														
canned fruits in water																			
apricot	205g	027-4860	15.630(24)	Z	c														
fruit salad	205g	048-3750	33.130(48)	Z	c														
peach slices	205g	048-3768	15.630(24)	Z	c														
pear quarters	205g	048-3784	15.630(24)	Z	c														
cyder vinegar	500ml	021-6127	10.690(12)	Z	c														
diabetic jams																			
apricot	320g	038-4586	13.250(12)	Z	SL	c													
blackcurrant	320g	029-8042	13.250(12)	Z	SL	c													
marmalade	320g	038-4560	12.250(12)	Z	SL	c													
raspberry	320g	038-4602	15.190(12)	Z	SL	c													
strawberry	320g	039-1854	14.060(12)	Z	SL	c													
diabetic squash																			
lemon 075-1636, orange 075-1610																			
fruit sugar	250g	007-4039	5.130(6)	Z	SL	c													
gravy mix																			
vegetarian	170g	015-2090	10.310(12)	Z	a														
jelly crystals ready sweetened																			
assorted sachets	12g	006-4428	17.500(48)	Z	SL	c													
molasses	680g	037-4728	12.190(12)	Z	a														
ARKOPHARMA (Arkopharma)																			
Phytobronz																			
carrot + beta carotene	50	006-1705	4.740	S	7.95	i													
ASILONE WINDCHEATERS (Scton Healthcare)																			
capsules																			
100mg	30	038-0089	20.070(12)	S	2.80	GSL	c												
BAUSCH & LOMB (Bausch & Lomb)																			
(distributors Carter Wallace)																			
Effective January 01																			
contact lens care																			
rigid gas permeable																			
cleaner	30ml	211-9683	3.580	S	5.49	SL	a												
wetting & soaking																			
solution	120ml	211-9691	3.580	S	5.49	SL	a												
BEAUTY FROM WITHIN (English Grains Healthcare)																			
multivitamins tablets																			
	30	031-4690	15.290(6)	S	4.49	SL	a												
BODY & SOL (Geneve International)																			
after sun																			
with Mosquito	125ml	023-6430	7.800(6)	S	2.30	d													
sun bronzing lotion																			
with Mosquito																			
spf 4	125ml	023-5804	9.350(6)	S	2.75	d													
spf 6	125ml	023-6273	10.200(6)	S	2.99	d													
after sun	200ml	238-4352	1.130	S	1.99	•													
sun lotion																			
spf15	200ml	238-4386	1.960	S	3.45	•													
spf4	200ml	238-4360	1.420	S	2.50	•													
spf8	200ml	238-4378	1.690	S	2.99	•													
BRADOSOL PLUS (Zyma Healthcare)																			
lozenges																			
sugar-free	20	233-5628	15.250(12)	S	1.99	P	•												
CALCIA (English Grains Healthcare)																			
tablets																			
30 days supply	90	010-2210	13.190(6)	S	3.69	SL	a												
CARDENE (Roche)																			
capsules																			
20mg	56	237-1920	8.950	S	...	POM	•												
CARLINE (Maersk Medical)																			
Effective January 01																			
incontinence products																			
community leg bag straps		094-5014	12.180(10)	S	a														
leg bag with long tube	350ml	001-2021	21.870(10)	S	a														
	500ml	001-2013	22.450(10)	S	a														
	750ml	001-1833	22.920(10)	S	a														
leg bag with short tube	350ml	001-1320	21.870(10)	S	a														
	500ml	001-1403	22.450(10)	S	a														
	750ml	001-1825	22.920(10)	S	a														
night drainage bags																			
E1	2ltr	001-1296	1.910(10)	S	a														
E2	2ltr	001-1189	2.050(10)	S	a														
E4	2ltr	001-1148	5.010(5)	S	a														
CHUPA CHUPS (Chemist Brokers)																			
chups sugar free		022-5532	...	S	0.15	d													
whistling chups		005-6432	...	S	0.15	d													
CIDOMYCIN (Hoechst Marion Roussel)																			
injection ampoules																			
80mg/2ml		037-7598	38.780(25)	S	...	POM	c												
injection vials																			
80mg/2ml		005-2456	38.780(25)	S	...	POM	c												
CLARA'S KITCHEN (Gluten Free Foods)																			
gluten free																			
coconut & cherry cookies	150g	238-2133	1.760	Z	...	•													
coconut & raisin cookies	150g	238-2307	1.760	Z	...	•													
crunchy nut cookies	150g	238-2455	1.760	Z	...	•													
gluten free products																			
baking powder	110g	238-2109	1.350	Z	...	•													
bread mix	500g	238-2067	3.530	Z	...	BS	•												
hi-fibre bread mix	500g	238-2059	3.530	Z	...	BS	•												
muesli	500g	238-2083	2.960	Z	...	•													
porridge	50g	238-2091	2.960	Z	...	•													
wheat free/gluten free																			
bread mix	500g	238-2075	3.530	Z	...	•													
bread mix	500g	238-2463	3.530	Z	...	•													
crumb coating	500g	238-2125	2.960	Z	...	•													
stuffing mix	400g	238-2117	2.960	Z	...	•													
CONFIDENCE (Salt & Son)																			
stomacaps																			
closed	30		29.400	S	c														
w/13 opaque 13mm 233-4001																			
stomacaps clips	c11	10	220-6118	6.400	S	c													
stomacaps pouches																			
one-piece closed	30		56.400	S	c														
c13 opaque 13mm 215-2148, c25 opaque 25mm 220-3388,																			
c32 opaque 32mm 215-4037, c38 opaque 38mm 215-2155,																			
c45 opaque 45mm 215-2163, c52 opaque 52mm 215-2171																			
one-piece closed	30		54.000	S	c														
c113 transparent 13mm 217-4837, c125 transparent 25mm 233-4027,																			
c132 transparent 32mm 233-4035, c138 transparent 38mm 233-4043,																			
c145 transparent 45mm 233-4068, c152 transparent 52mm 233-4134																			
mini	30		44.440	S	c														
cm13 opaque 13mm 220-6209, cm25 opaque 25mm 220-6225,																			
cm32 opaque 32mm 220-6274, cm38 opaque 38mm 220-6340,																			
cm45 opaque 45mm 220-6365, cm52 opaque 52mm 220-6423																			
one-piece drainable	30		54.000	S	c														
dl13 transparent 13mm 217-4829, dl25 transparent 25mm 233-4084,																			
dl32 transparent 32mm 233-4092, dl38 transparent 38mm 233-4118,																			
dl45 transparent 45mm 233-4126, dl52 transparent 52mm 233-4134																			
one-piece drainable	30		56.400	S	c														
dl13 opaque 13mm 224-7484, dl25 opaque 25mm 224-7492,																			
dl32 opaque 32mm 224-7500, dl38 opaque 38mm 224-7518,																			
dl45 opaque 45mm 224-7526, dl52 opaque 52mm 224-7534																			



PIP code Trade VAT Retail						PIP code Trade VAT Retail							
large	30		56.400	S	c	bergamot	5ml	237-5178	13.920(6)	S	3.89	*	
dlt13 transparent 13mm 220-6092					c		10ml	232-9605	19.980(6)	S	5.59	c	
small	30		45.000	S	c	black pepper	10ml	237-5343	23.940(6)	S	6.69	c	
ds13 opaque 13mm 220-6431, ds25 opaque 25mm 220-6456,					c	cedarwood	10ml	232-9613	12.360(6)	S	3.45	c	
ds32 opaque 32mm 220-6498, ds38 opaque 38mm 220-6530,					c	chamomile roman	5ml	237-5186	45.360(6)	S	12.69	*	
ds45 opaque 45mm 220-6571, ds52 opaque 52mm 220-6993					c		10ml	237-5368	76.800(6)	S	21.49	*	
DEBRISAN (Pharmacia & Upjohn)						cinnamon	10ml	237-5376	15.180(6)	S	4.25	*	
pads	7 x 3g	034-8789	16.090	S	P	citronella	5ml	237-5194	11.280(6)	S	3.15	*	
DEXAMON RETARD (Hillcross Pharms)							10ml	232-9621	8.520(6)	S	2.39	c	
(du lofenar)					r	clary sage	10ml	237-5384	33.900(6)	S	9.49	*	
tablets						eucalyptus	5ml	237-5202	7.140(6)	S	1.99	*	
100mg	28	225-4860	12.100	S	POM		10ml	089-1861	8.520(6)	S	2.39	c	
DICLOFENAC (see Dexamon Retard)						frankincense	10ml	237-5392	39.840(6)	S	11.15	*	
DICLOFLEX (Dexcel Pharma)						geranium	10ml	089-1960	17.820(6)	S	4.99	c	
Effective January 01						ginger	10ml	237-5400	24.960(6)	S	6.99	*	
tablets						grapefruit	10ml	232-9639	14.100(6)	S	3.95	c	
enteric-coated						grapefruit oil	30ml	237-5467	8.160(6)	S	2.29	*	
25mg	100	218-5908	5.140	S	POM		100ml	237-5475	17.820(6)	S	4.99	*	
50mg	100	218-6013	9.370	S	POM			5ml	237-5210	122.400(6)	S	34.25	*
DICLOFLEX RETARD (Dexcel Pharma)						jasmine absolute	5ml	089-1986	30.360(6)	S	8.49	*	
Effective January 01						juniper	5ml	237-5228	9.960(6)	S	2.79	*	
tablet						lavender	10ml	089-1994	12.840(6)	S	3.59	c	
100mg	28	218-6021	12.180	S	POM	lemon	5ml	237-5236	8.880(6)	S	2.49	*	
DIDI SEVEN (Chemist Brokers)							10ml	089-2018	12.120(6)	S	3.39	c	
stain remover & cleaner	100g	207-2221	17.840(6)	S	4.99	lemongrass	5ml	237-5244	8.880(6)	S	2.49	*	
DIETADE (Kerry Ingredients)							10ml	089-2034	12.120(6)	S	3.39	c	
(distributors EGL Foodbrokers)						mandarin	10ml	237-5418	25.320(6)	S	7.09	*	
diabetic jams						marjoram	10ml	237-5426	22.320(6)	S	6.25	*	
mixed fruit	320g	042-2303	12.750(12)	Z	SL	neroli	5ml	237-5251	134.220(6)	S	37.55	*	
DINDEVAN (Goldshield Healthcare)						orange	5ml	237-5269	7.800(6)	S	2.19	*	
(distributors AAH Pharms)							10ml	089-2059	8.520(6)	S	2.39	c	
Effective January 01						pachouli	5ml	237-5277	9.240(6)	S	2.59	*	
tablets							10ml	089-2067	12.360(6)	S	3.45	c	
10mg	100	007-4633	6.800	S	POM	peppermint	5ml	237-5285	9.600(6)	S	2.69	*	
25mg	100	007-4658	9.500	S	POM		10ml	089-2075	12.360(6)	S	3.45	c	
50mg	100	007-4674	12.100	S	POM	pine (Scots)	10ml	232-9647	11.280(6)	S	3.15	c	
DUREX (LRC Products)						pure sweet almond oil	30ml	089-2224	8.880(6)	S	2.49	c	
key ring for condoms	213-6281	30.000(25)	S		d		100ml	237-5483	18.420(6)	S	5.15	*	
ELEGANT TOUCH (Original Additions)						rose otto	5ml	237-5293	227.160(6)	S	63.55	*	
nail tips		10.800(6)	S	3.15	*	rosemary	5ml	237-5301	9.240(6)	S	2.59	*	
active 238-0236, longer 238-0228, square active 238-0244					r	sandalwood	10ml	089-2166	12.360(6)	S	3.45	c	
ELTROMIN (Goldshield Healthcare)							5ml	237-5319	29.160(6)	S	8.15	*	
(distributors AAH Pharms)						tea tree	10ml	237-5434	41.640(6)	S	11.65	*	
Effective January 01							5ml	237-5327	11.280(6)	S	3.15	*	
tablets							10ml	089-2182	16.260(6)	S	4.55	c	
100mcg	100	008-7023	0.700	S	POM	thyme red	10ml	237-5442	37.740(6)	S	10.55	*	
100mcg	100	008-7031	5.500	S	POM	vetivert	10ml	237-5459	18.180(6)	S	5.09	*	
50mcg	100	008-7007	0.650	S	POM	ylang ylang	5ml	237-5335	16.380(6)	S	4.59	*	
50mcg	100	008-7015	5.000	S	POM	herbal products	10ml	089-2190	23.580(6)	S	6.59	c	
ELYZOL (Dumex)						agnacast							
dental gel	2 x 3g	237-1680	27.900	S	56.19	tablets	100	089-0996	16.620(6)	S	4.65	c	
ENTERA (Fresenius)						blue flag	100	089-1010	17.100(6)	S	4.79	GSL	
tube feed						tablets							
high energy	500ml	238-4667	3.200	Z	4.80	buchu	100	232-9670	15.720(6)	S	4.39	GSL	
ENTOCORT (Astra)						tablets							
enema						cramp bark	100	237-5095	18.540(6)	S	5.19	*	
2mg/100ml	7	237-4403	30.000	S	POM	tablets							
EXACTECH (Medisense)						cranesbill	100	237-5061	16.620(6)	S	4.65	GSL	
blood glucose sensor						tablets							
sensor only pack	card		18.450	S	28.20	curzon	100	022-0053	16.620(6)	S	4.65	GSL	
card 095-6920						tablets							
starter pack	card		31.300	S	39.95	devils claw	100	237-5103	17.820(6)	S	4.99	*	
card 095-7019						tablets							
FLUANXOL (Lundbeck)						echinacea	100	223-0019	21.060(6)	S	5.89	GSL	
tablets						tablets							
0.5mg	100	038-6920	4.910	S	POM	echinacea and garlic	100	026-4143	16.980(6)	S	4.75	GSL	
tablets						feverfew	100	232-9704	16.020(6)	S	4.49	c	
0.5mg	60	236-4511	2.950	S	POM	tablets							
FRESUBIN (Fresenius)						ginger	100	026-3541	14.640(6)	S	4.09	GSL	
tube feed	500ml	238-4634	2.700	Z	4.05	tablets							
1000ml	1000ml	238-4642	5.400	Z	8.10	ginkgo	100	216-8789	17.820(6)	S	4.99	c	
FRESUBIN ISOFIBRE (Fresenius)						tablets							
liquid diet						gladlax	100	089-1028	16.260(6)	S	4.55	GSL	
tube	1000ml	238-4626	6.200	Z	9.30	tablets							
plus fibre diet						golden seal compound	100	237-5079	16.260(6)	S	4.55	GSL	
tube	500ml	238-4725	2.700	Z	4.05	tablets							
GAVISCON ADVANCE (Reckitt & Colman)						heloniav	100	089-1077	26.280(6)	S	7.35	GSL	
(in 10ml: sodium alginate 1000mg, potassium bicarbonate 200mg)					i	tablets							
liquid	140ml	236-4487	12.940(6)	S	3.90	kelp	100	232-9688	10.680(6)	S	2.99	GSL	
	500ml	236-4479	32.400(6)	S	9.75	tablets							
GENEVE (Geneve International)						ligvites	100	089-1358	19.980(6)	S	5.59	GSL	
bath crystals	180g		11.880(12)	S	1.99	tablets							
tropical flowers 238-4469					i	lobelia	100	089-1374	16.620(6)	S	4.65	GSL	
cleansing lotion	250ml		9.000(12)	S	1.45	tablets							
glycerine & rosewater 238-4436					r	marshmallow & peppermint	100	237-5111	16.740(6)	S	4.69	*	
eau de parfum	50ml		15.000(12)	S	2.50	tablets							
floral bouquet 238-4477					i	motherwort compound	100	237-5087	20.700(6)	S	5.79	GSL	
foam bath	250ml		9.000(12)	S	1.45	tablets							
pavilion flower 238-4451					i	papaya plus	100	089-1390	17.460(6)	S	4.89	GSL	
liquid soap	250ml		9.000(12)	S	1.45	tablets							
apple 238-4402, peach 238-4410, rose 238-4428					i	pilewort	100	232-9696	20.700(6)	S	5.79	GSL	
shower gel	250ml		9.000(12)	S	1.45	tablets							
sandalwood & spice 238-4444					i	prickly ash bark	100	237-5129	14.280(6)	S	3.99	*	
GERARD HOUSE (English Grains Healthcare)						tablets							
Effective January 01						reumalex	60	216-8771	17.820(6)	S	4.99	GSL	
creams & ointments						tablets							
avocado nourishing cream	50g	211-9493	2.110	S	3.55	rutin plus	100	237-5137	16.620(6)	S	4.65	*	
hawthorn hand cream	50g	211-9501	1.900	S	3.19	tablets							
wild thyme cleansing cream	50g	211-9527	2.060	S	3.45	seaweed & sarsapilla	100	237-5145	16.020(6)	S	4.49	*	
essential oils						serenity							
grapefruit	10ml	232-9662	1.360	S	2.29	tablets	60	214-2297	14.280(6)	S	3.99	GSL	
sage	10ml	232-9654	2.020	S	3.39	slippery elm	100	223-0027	17.460(6)	S	4.89	GSL	
herbal medicines						tablets							
biophyllin						somnus	30	212-7470	10.680(6)	S	2.99	GSL	
tablets	100	089-1002	2.850	S	4.79	tablets							
oil vapouriser			7.740	S	12.99	st johns wort	100	237-5152	16.620(6)	S	4.65	*	
black 201-7135, blue 089-2232, bronze 201-7143, butter 201-7150,						tablets							
green 201-7168, mottled 207-5604, pink 201-7176, red 207-5596,						tablets							
stonegate 201-7184, terracotta 201-7192, white 201-7200						tablets							
publications						valerian	100	089-1515	16.980(6)	S	4.75	GSL	
A Nurses Guide	223-0043	2.090	Z	2.99		tablets							
Aromatherapy Stress Management	209-6980	2.090											



	PIP code	Trade	VAT	Retail	
Indian Medicine	237-5491	2 090	Z	2.99	•
Plant Medicine	089-2422	2 090	Z	2.99	c
Woman Medicine	201-7218	2 090	Z	2.99	c
<b>GOLDEN LADY</b> (Golden Lady)					
antim gold opaques range					
Mi-Bas knee highs					
60 denier					
2-pair pack	4-size	0 990	S	1.79	d
black 232-9522, black 213-8550, brown 219-5691, navy 213-8543, nude 232-9514					d
daywear range					
Leda 15 lycra tights					
15 denier	36"-42"	0 830	S	1.39	d
barely black 213-7123, black 213-7131, champagne 219-5634, melon 213-7081, nmk 232-9407, navy 213-7115, nude 213-7099, smoke 213-7107					d
42"-48"		0 830	S	1.39	d
barely black 213-7180, black 213-7198, champagne 219-5642, melon 213-7149, navy 213-7172, nude 213-7156, smoke 213-7164					d
<b>HANDGUARD</b> (Manders International)	212-0483	27 160(12)	S	3.95	r
hand & nail protector					
<b>HEALTHILITE</b> (Healthlite)					
Effective January 01					
starflower oil					
capsules					
1000mg	30	206-2255	25 370(6)	S	7.45
vitamins					
B super complex					
capsules	100	034-2402	7 460(6)	S	2.19
tablets	100	039-4031	15 290(6)	S	4.49
B12					
capsules	100	034-2501	7 420(6)	S	2.09
B5 pantothenic acid					
tablets	100	036-3473	8 000(6)	S	2.35
1000mg					
zinc chelated					
capsules	50	025-4417	11 070(6)	S	3.25
calcium high potency					
two-a-day	60	235-8307	13 590(6)	S	3.99
Co-Q-10					
Cellenergy release	90	222-1455	71 490(6)	S	20.99
cod liver oil					
liquid	250ml	012-3554	9 540(6)	S	2.49
500ml	007-6968	13 740(6)	S	3.59	c
evening primrose oil					
capsules					
1000mg	30	046-1368	18 690(6)	S	5.49 SL
garlic					
one-a-day					
tablets	30	201-4553	13 590(6)	S	3.99
Super Body Power Sports range					
multivitamin & mineral					
high potency capsules	30	039-3371	10 180(6)	S	2.99
vitamins					
A					
capsules	90	034-2386	12 570(6)	S	3.69 SL
B6 super					
tablets					
1000mg	100	029-9628	12 770(6)	S	3.75
E					
capsules					
1000u	90	034-2634	6 300(6)	S	1.85
2000u	90	034-2683	18 690(6)	S	5.49
2000u	90	237-2753	16 990(6)	S	4.99
<b>HEINZ</b> (Heinz)					
baby foods					
savoury					
cans					
7-15 months (red)	163g		4 960(12)	Z	0.46
chiccy pasta & vegetables 238-4907					
jars					
7-15 months (red)	163g		5 580(12)	Z	0.51
chiccy pasta & vegetables 053-1897					
<b>HYDREX</b> (DePuy Healthcare)					
alcohol hand rub	250ml	238-4691	15 600(12)	S	
500ml	238-4709	18 000(12)	S		
surgical scrub	250ml	238-4675	11 760(12)	S	
500ml	238-4683	17 760(12)	S		
<b>INI ADROPS</b> (Goldshield Healthcare)					
(distributors AAH Pharms)					
Effective January 01					
liquid	20ml	209-8671	11 400(6)	S	3.35 P
<b>INSOLIP</b> (Leo Labs)					
syringe					
20 000 anti-factor Xa iu/ml					
0.5ml	2	237-2365	20 210	S	POMHP
0.5ml	6	237-2381	60 630	S	POMHP
0.7ml	2	237-2407	28 300	S	POMHP
0.7ml	6	237-2399	84 900	S	POMHP
0.9ml	2	237-2415	36 380	S	POMHP
0.9ml	6	237-2423	109 140	S	POMHP
<b>INVERNESS</b> (Inverness Consumer)					
ear care lotion	2oz	98001	026-1842	0 650	S
earring cassettes					
18ct	09200	024-4392	9 490	S	
	09201	024-4442	12 990	S	
9ct	09102	024-3410	6 990	S	
	09103	024-3428	7 990	S	
	09134	238-4345	8 290	S	
<b>JORDAN</b> (Chemist Brokers)					
toothbrushes					
Amigo Child	233-9190	15 570(12)	S	1.99	a
<b>KAPAKE</b> (Galen)					
Effective January 01					
tablets	3 x 10	236-0790	2 260	S	POMHP
<b>KORDEL</b> (Health Imports)					
grnko 7500 plus					
one-a-day	30	238-4329		S	11.75
<b>KOTEX</b> (Kimberly-Clark)					
Brevia					
panly liners	24	085-7979	8 740(12)	Z	0.99
Brevia					
panly liners					
folded/wrapped	22	237-5814	(12)	S	1.29
<b>LOREAL</b> (L. Oreal)					
Effective January 03					
Elvive					
colour therapy	200ml		18 000(4)	S	
keraprotein 237-7810					
conditioner	200ml		8 970(6)	S	
ceramide 237-7695, keraprotein 237-7703, nutritivitamin 237-7711					
daily repair concentrate	100ml		13 470(6)	S	

	PIP code	Trade	VAT	Retail	
ceramide 237-7760, keraprotein 237-7778					
hair builder	100ml		18 000(4)	S	
ceramide 237-7786					
mousse conditioner					
non-rinse	150ml		11 220(6)	S	
ceramide 237-7737, keraprotein 237-7752					
shampoo	200ml		8 970(6)	S	
ceramide 237-7588, keraprotein 237-7604, nutritivitamin 237-7612					
300ml			12 970(6)	S	
ceramide 237-7638, keraprotein 237-7661, nutritivitamin 237-7679					
<b>LOGO</b> (Lofal)					
Effective December 30					
skimmed milk chocolate					
bar	30g			S	0.29
ceramel 216-1727, mint 216-1750, orange 216-1768					
triple pack	90g			S	0.87
ceramel 216-1776, mint 216-1784, orange 216-1792					
<b>LOFRIC</b> (Astra Tech)					
catheters					
urethral, with Tiemann tip					
single use					
ch 10-20	male		30 000(25)	S	
ch10 238-4196, ch12 238-4204, ch14 238-4212, ch16 238-4220					
ch18 238-4238, ch20 238-4246					
<b>LYNX</b> (Elida Faberge)					
Effective January 01					
altershave	100ml			S	6.95
ma 237-0153					
body spray					
acrosol	150ml			S	2.39
ma 237-0161					
deodorant stick	75ml			S	2.29
ma 237-0179					
roll-on	50ml			S	2.25
ma 237-0187					
shower gel	200ml			S	2.19
ma 237-0195					
<b>MAREVAN</b> (Goldshield Healthcare)					
(distributors AAH Pharms)					
Effective January 01					
tablets					
1mg	100	016-7478	3 000	S	POM
1mg	500	016-7486	12 490	S	POM
3mg	100	016-7494	4 000	S	POM
3mg	500	016-7502	14 000	S	POM
5mg	100	016-7510	6 500	S	POM
5mg	500	016-7528	20 820	S	POM
<b>MARGOLD</b> (LRC Products)					
house gloves					
hallroom	219-5444	7 380(6)	S	1.79	a
Cumfies	207-4011	7 370(12)	S	0.75	a
kitchen	219-5477	7 380(6)	S	1.79	a
pan pal	020-6086	5 930(12)	S	0.75	a
suregrip	016-7791	20 880(12)	S	2.59	r
outdoor gloves	227-5485	10 900(6)	S	2.59	a
<b>MAWS</b> (Jackel International)					
feeding bottles					
anti-colic	250ml	236-5179	1 590	S	2.49
bottle	60ml	236-5120	1 140	S	1.79
	125ml	236-5104	1 210	S	1.89
	250ml	236-5096	1 270	S	1.99
		038-2390	1 500	S	2.35
bottle brush	250ml	236-5187	6 380	S	9.99
casyms bottle	250ml	236-5153	1 590	S	2.49
lead 'n seal bottle	250ml	222-4772	1 840	S	2.89
wide neck					
latex teats					
universal	twin pack		0 570	S	0.89
medium 020-0741					
slow 236-5237, fast 236-5245					
nipple shields	009-2189	1 910	S	2.99	
Resolve					
silicone teat	twin	236-5294	1 270	S	1.99
natural	twin	236-5302	1 330	S	2.09
wide neck	twin	236-5310	1 330	S	2.09
silicone teats	twin pack		1 080	S	1.69
medium 052 9610, slow 236-5252					
orthodontic	twin pack		1 210	S	1.89
fast 236-5286, medium 236-5278, slow 236-5260					
soothers					
newborn in capsule	2	236-5211	1 590	S	2.49
newborn orthodontic					
in capsule	2	236-5229	1 720	S	2.69
sterilising set					
4 bottle		236-5195	10 210	S	15.99
<b>MEDDIS</b> (Medichem International)					
instrument cleaner					
disinfectant with pump	4lit	234-0081	33 950	S	66.48
<b>MEDIGENE</b> (Medichem International)					
enzymatic cleaner					
with pump	4lit	234-1212	33 950	S	66.48
<b>MEDIPOST</b> (Medipost (UK))					
holding tray					
for 19 dispensing trays	089-3578	15 000	S		
measure trays					
economy	089-3586	2 500	S		
<b>MEDISCURE</b> (Medichem International)					
dispenser B	234-1337	7 400(6)	S	14.49	
hand scrub	500ml	234-1279	13 740(6)	S	4.49
with pump	5lit	234-1287	33 320	S	65.25
<b>MEDISENSE</b> (Medisense)					
blood glucose sensors					
sensor only pack	card	211-5509	26 900	S	41.12
sensor starter pack	card	208-9332	39 800	S	52.87
Pen					
blood glucose					
sensor starter pack		211-5517	39 800	S	52.87
blood glucose sensors					
sensor only pack		208-9324	26 900	S	41.12
<b>MEDISPHERES</b> (Medichem International)					
box	100	234-1238	17 270(5)	S	6.79
<b>MICCHELL</b> (Mitchell International Pharms)					
baby					
oil		030-7405	9 000(12)	S	
shampoo	220ml	030-7413	6 950(12)	S	
	400ml	026-8334	9 480(12)	S	
tailc	250g	029-0429	6 500(12)	S	
<b>MODISAL</b> (Lagap Pharms)					
tablets					
calendar pack					
60mg	28	237-5624	11 140	S	POM



		PIP code	Trade	VAT	Retail			PIP code	Trade	VAT	Retail				
MOSQUITOX (Geneve International)															
insect repellent								45mm	2CT45	227-8224	32.050(30)	S	c		
dual action lotion	50ml	238-4394	1,700	S	2.99	*	57mm	2CT57	227-8232	32.050(30)	S	c			
MUSCINIL (Opus Pharms)								drainable pouches							
(procyndine)								opaque							
tablets								32mm	2D32	227-8240	31.500(30)	S	c		
5mg	100	234-9884	5,260	S	POM	*	38mm	2D38	227-8257	31.500(30)	S	c			
NATRACALM (English Grains Healthcare)								45mm	2D45	227-8273	31.500(30)	S	c		
tablets	96	085-8605	19,110(6)	S	4.99 GSL	a	57mm	2D57	227-8307	31.500(30)	S	c			
NEO-NACLEX (Goldshield Healthcare)								transparent front panel							
(distributors AAH Pharms)								45mm	2DT45	227-8315	31.500(30)	S	c		
Effective January 01								57mm	2DT57	227-8323	31.500(30)	S	c		
tablets								wafers							
5mg	100	019-1411	3,300	S	POM	a		body-side waler							
5mg	500	019-1429	12,500	S	POM	a		110x100mm							
NEO-NACLEX-K (Goldshield Healthcare)								32mm	2FL32	227-8133	10,990(5)	S	c		
(distributors AAH Pharms)								38mm	2FL38	227-8141	10,990(5)	S	c		
Effective January 01								45mm	2FL45	227-8158	10,990(5)	S	c		
tablets	100	019-1437	7,350	S	POM	a		134x124mm							
500	500	019-1445	36,750	S	POM	a		57mm	2FL57	227-8166	10,990(5)	S	c		
NIPENT (Wyeth Labs)								SENSODYNE (Stafford-Miller)							
vial								gentle mouthrinse	250ml	237-1904	19,070(12)	S	2.49	*	
10mg		099-0093	774,000	S	POMHP	c		SEVEN SEAS (Seven Seas)							
NO WET WONDER (Chemist Brokers)								evening primrose oil							
stain remover								pure							
foam kit	300ml	211-1268	17,860(3)	S	9.99	d		1000mg	60	234-8399	23,920(6)	S	6.99	*	
refill	500ml	211-1276	17,840(6)	S	4.99	d		500mg	60	234-8407	17,070(6)	S	4.99	*	
NO-AD (Solar Cosmetics)								SHIEN (Original Additions)							
(distributors Ceuta Healthcare)								50ml	238-0152	6,480(6)	S	1.69	*		
alter sun lotions								SODIUM ALGINATE (see Garrison Advance)							
aloe vera gel	250ml	236-7134	15,300(6)	S	3.99	*		SORBSAN (Maersk Medical)							
NUTRISON (Nutricia Clinical Care)								Effective January 01							
Steriflo								seaweed dressing							
energy-plus	1ltr	005-8396	51,200(8)	Z	9.60	a		(sterile calcium alginate)							
fibre	1ltr	005-8859	48,800(8)	Z	9.15	a		10cm x 10cm	1410	034-8839	15,700(10)	S	a		
pre-nutrison	1ltr	005-6804	41,600(8)	Z	7.80	a		5cm x 5cm community pack	1400	019-0579	8,900(10)	S	a		
soya	1ltr	012-9387	50,880(8)	Z	9.54	a		SORBSAN PLUS (Maersk Medical)							
ODOGENE (Medichem International)								calcium alginate/viscose							
odour eliminator								sterile dressing							
concentrate	5ltr	234-1261	83,920(4)	S	41.09	c		10cm x 20cm	1422	238-4915	25,280(5)	S	*		
ONE TOUCH (Inverness Consumer)								SUPRAX (Rhône-Poulenc Rorer)							
body strip wax	87200	026-1552	2,550	S	3.99	a		oral suspension	75ml	012-9288	11,720	S	POM	c	
cordless waxer		238-4337	25,500	S	39.95	*		37.5ml	013-0849	6,530	S	POM	c		
cream depilatory	87400	026-1677	2,550	S	3.99	a		tablets	50	012-8389	68,480	S	POM	c	
facial strip wax	87201	025-9002	1,900	S	2.99	a		200mg							
hair lightener	86000	026-1776	3,180	S	4.99	a		SURE SHIELD (English Grains Healthcare)							
home electrolysis kit		042-9647	22,310	S	34.95	a		calamine & witch hazel	50g	013-5707	6,800(6)	S	1.99	a	
personal waxer	83250	025-5521	15,920	S	24.95	a		cream							
roll-on depilatory		025-7691	2,870	S	4.49	a		SURE-LAX (English Grains Healthcare)							
style tips	89000	025-7295	1,590	S	2.49	a		lavative chewable tablets	36	027-6766	6,120(6)	S	1.79 GSL	a	
wax refill								SURVIMED OPD (Fresenius)							
large	83013	025-5794	3,500	S	5.49	a		tube feed	500ml	238-4717	4,300	Z	6.45	*	
wax remover cloth strips	83004	025-7253	1,910	S	2.99	a		SWEET FEET (Geneve International)							
PARAGON (Maersk Medical)								extra long life							
Effective January 01								foot deodorising cream	25ml	238-4485	16,800(6)	S	4.99	*	
blade remover units								shoe deodorising spray	50ml	238-4493	16,680(12)	S	2.45	*	
non-sterile		203-6044	4,770(10)	S		a		SYNPLEX (Roche)							
long-stitch cutters								tablets							
sterile		203-6036	8,660(100)	S		a		275mg	60	237-1946	8,490	S	POM	*	
scalpel handles								TAMPAX (Tambrands)							
non-sterile								Satin Naturals							
7	203-5988	16,350(10)	S			a		regular	20	237-1805	10,380(12)	S	*		
9	203-5996	16,040(10)	S			a		super	20	237-1813	10,840(12)	S	*		
3 & 4	203-5962	12,560(10)	S			a		super plus	18	237-1821	11,300(12)	S	*		
3L & 4L	203-6002	27,730(10)	S			a		TAYLOR OF LONDON (Fine Fragrances & Cosmetics)							
scalpels								Effective January 03							
sterile								eau de toilette							
large	20-24	203-6028	2,210(10)	S		a		spray	50ml		3,920	S	7.95	i	
small	6-15	203-6010	2,010(10)	S		a		freesia 237-5665							
surgical blades								TEGUSEPT (Medichem International)							
sterile	all sizes	203-5970	6,710(100)	S		a		lotion	200ml	234-1295	24,400(10)	S	4.79	c	
PEARL DROPS (Carter Wallace)								TELEDYNE WATER PIK (Medichem)							
Effective January 01								2000							
smokers 14-1	50ml	021-4338	14,040(12)	S	1.65	a		brush heads	4	036-0651		S	7.00	d	
tooth polish	50ml	036-3986	14,040(12)	S	1.65	a		brush							
PEPTI-2000 LF (Nutricia Clinical Care)								PC2000E	BH-4U	238-4568		S	6.99	*	
Effective January 02									PC-BH4	238-4550		S	7.99	*	
elemental complete diet	1ltr	003-2896	21,580(6)	S		c		plaque control	BRB-4E	238-4535		S	8.99	*	
PLJ (Martlet Natural Foods)								sonic speed	SRB-2E	238-4527		S	9.90	*	
4ltr	003-2896	21,580(6)	S			c		dental centre waterpik	WP-90E	035-0132		S	109.99	a	
500ml	023-0383	15,810(12)	S			c		jet tip							
POTASSIUM BICARBONATE (see Garrison Advance)								dental centre waterpik	BRJ-4E	238-4543		S	6.99	*	
PROCYCLIDINE (see Muscimil)								jet tips	JT-4U	036-0677		S	6.99	a	
RED KOOGA (English Grains Healthcare)								oral irrigator							
sport	20	213-6497	13,590(6)	S	3.99	d		family	WP-30E	031-5457		S	59.99	r	
ginseng								personal							
capsules								oral irrigator	WP-20E	020-8801		S	54.99	r	
600mg	16	052-4314	14,270(6)	S	4.19	a		pik pocket							
elixir	200ml	026-0000	22,450(6)	S	6.59	a		dental centre waterpik	BRP-2E	238-4576		S	14.99	*	
ginseng, multivits & mineral	32	052-4355	11,890(6)	S	3.49	a		plaque control	PC3000E	096-2399		S	54.99	a	
RENTOKIL (Rentokil)								professional pik 2 rev	WP-32E	238-4519		S	64.99	*	
ant killer bait box		238-4618	12,180(6)	S		*		sonic speed	SR-100E	238-4501		S	99.99	*	
wasp nest killer	150g	212-8346	11,040(6)	S		i		travel irrigator							
window fly trap		238-4600	16,080(6)	S		*		oral irrigator	WP-350E	047-7513		S	64.99	a	
RYBAR (Shire Pharms)								TRAVEL-CAPS (English Grains Healthcare)							
standard inhaler	no.2	025-1793	9,290	S		d		capsules	12	034-1578	6,460(6)	S	1.89	a	
SALLY HANSEN (Network Management)								TRIGEL (Medichem International)							
triple strong								alcohol gel	200ml	234-1303	24,400(10)	S	4.79	c	
advanced nail fortifier	13.3ml	238-4733	23,300(6)	S	5.95	*		TRIGENE (Medichem International)							
SCHOLL (Scholl Consumer Products)								absorbant granules	180g	234-1311	61,800(10)	S	12.10	c	
Effective January 01								400g	234-1329	135,800(10)	S	26.59	c		
Footcare								body fluid							
corns/callous/bunions								response kit	4	009-2312	15,960	S	31.26	c	
callous removal pads		056-4179	4,750(6)	S	1.29	c		20 application		009-2239	63,750	S	124.84	c	
corn removal pads		056-4096	4,750(6)	S	1.29	c		disinfectant range							
soft corn removal pads		056-4146	4,750(6)	S	1.29	c		disinfectant							
Spring Footcare collection		238-0061	110,460	S	174.84	*		with pump dispenser	5ltr	009-1892	33,760	S	66.11	c	
SECOND NATURE (Salt & Son)								empty trigger spray	600ml	233-4241	19,660(12)	S	3.29	c	
Secu Rings								individual wipes	250	009-1785	32,500	S	63.64	c	
32mm	SR32	227-8331	9,800(10)	S		c		wipes	100	217-2641	39,000(12)	S	9.49	c	
38mm	SR38	227-8356	9,800(10)	S		c			200	009-1777	54,000(6)	S	17.63	c	
45mm	SR45	227-8364	9,800(10)	S		c		pump dispenser	500ml	234-1345	11,250(10)	S	2.20	c	
57mm	SR57	227-8372	9,800(10)	S		c		TRISTEL (Medichem International)							
closed pouches								cold sterilising solution	5ltr	234-1220	45,360(4)	S	22.20	c	
opaque with integral filter								2 x 100ml		217-2625	33,500(10)	S	6.56	c	
32mm	2C32	227-8174	32,050(30)	S		c		2 x 500ml		217-2633	46,800(5)	S	18.33	c	
38mm	2C38	227-8182	32,050(30)	S		c		30	234-1246	77,000(4)	S	37.69	c		
45mm	2C45	227-8190	32,050(30)	S		c		120	234-1253	27,340	S	53.54	c		
57mm	2C57	227-8216	32,050(30)	S		c		efficacy test kit							







	PIP code	Trade	VAT	Retail			PIP code	Trade	VAT	Retail		
white(m) 238-4063, large black 238-4071, white(l) 238-4089					i		lyon(n) 092-4258, marlene(m) 092-4274, mink(m) 229-5491,				d	
<b>CHCA-CARE</b> (Smith & Nephew Healthcare)					a		natural(m) 092-4282, nearly black(m) 092-4316, paula(m) 218-7185,				d	
silicone gel sheet					a		safari(m) 092-4373, white(m) 092-4381, york(n) 092-4522,				d	
12cm x 15cm	6270	211-2050	216-320(10)	S 35.80	a		large artica 205-0680, large black(l) 092-4589,				d	
	6271	211-2043	22-710	S 37.58	a		caramel(l) 218-7169, dark navy(l) 092-4621, jongere(l) 092-4670,				d	
<b>CO-PLUS</b> (Smith & Nephew Healthcare)					a		fonnet(l) 092-4696, gaudi(l) 200-3978, gaudi(l) 205-0706,				d	
flexible cohesive bandage					a		ivory(l) 092-4704, lyon(l) 092-4779, marlene(l) 092-4787,				d	
unstretched					a		mink(l) 229-5517, natural(l) 092-4795, nearly black(l) 092-4803,				d	
10cm x 3m	022-0665	55-480(18)	S 5.10	a			paola(l) 218-7193, safari(l) 092-4811, white(l) 092-4837,				d	
15cm x 3m	022-0673	54-850(12)	S 7.56	a			york(l) 092-4845				d	
2.5cm x 3m	022-0616	60-310(60)	S 1.66	a							d	
3.8cm x 3m	022-0632	63-450(48)	S 2.19	a							d	
5cm x 3m	022-0640	57-700(36)	S 2.56	a							d	
7.5cm x 3m	022-0657	55-000(24)	S 3.99	a							d	
<b>COLLINS ELIXIR</b> (Collins Elixir Co.)					a						d	
Effective December 16					a						d	
elixir	100ml	038-8124	22-900(12)	S 2.99 PSL	a						d	
	200ml	038-8132	41-290(12)	S 5.39 PSL	a						d	
<b>CONRAY 280</b> (Mallinckrodt Medical)					a						d	
ampoules 20ml	10	005-5905	20-900	S POM	a						d	
bottle 50ml	10	005-5921	47-300	S POM	a						d	
<b>CONRAY 325</b> (Mallinckrodt Medical)					a						d	
bottle 50ml	10	005-5962	50-600	S POM	a						d	
<b>CONRAY 420</b> (Mallinckrodt Medical)					a						d	
ampoules 20ml	10	005-5988	24-200	S POM	a						d	
bottle 50ml	10	005-6002	60-500	S POM	a						d	
<b>COOPER CARE 3</b> (Mallinckrodt Vet)					a						d	
veterinary					a						d	
hygiene-dairy					a						d	
ready to use	25ltr	024-4970	32-600	S GSL	d						d	
<b>COUTURE DESIGNER HOSIERY</b> (Couture Marketing)					d						d	
Footies	0.660			S 1.25	d						d	
black 093-2228, fawnie 229-5392, nude 093-2244					d						d	
knee highs					d						d	
Expressions				S 2.25	d						d	
black 092-4852, dark navy 092-4860, fawnie 092-4951,					d						d	
natural 092-4969					d						d	
Leg Dynamics				S 4.50	d						d	
small: black 229-7489, cafe(s) 229-7497, dark navy(s) 229-7505,					d						d	
hazel(s) 229-7513, natural(s) 229-7521, medium black 229-7539,					d						d	
cafe(m) 229-7547, dark navy(m) 229-7554, hazel(m) 229-7562,					d						d	
natural(m) 229-7570, large: black 229-7588, cafe(l) 229-7596,					d						d	
dark navy(l) 229-7604, hazel(l) 229-7612, natural(l) 229-7620					d						d	
stockings	10 denier	0.850		S 1.60	d						d	
black 093-3556, caramel 218-7029, champagne 093-3572,					d						d	
dark navy 093-3580, ecru 093-3598, ivory 093-3622, lyon 093-3630,					d						d	
pink 093-3648, natural 093-3671, navy 093-3689,					d						d	
nearly black 093-3697, noblese 093-3705, pumpas 093-3713,					d						d	
taupe 093-3747, white 093-3754, antelope 093-3531, beech 093-3549,					d						d	
bronze 093-3564, french navy 093-3606, graphite 093-3614,					d						d	
maui 093-3655, rovale 093-3721, scarlet 093-3739					d						d	
Color	15 denier	0.590		S 1.10	d						d	
black 093-2632, champagne 093-2640, dark navy 093-2657,					d						d	
earth 229-7695, ivory 093-2673, mink 093-2699, natural 093-2707,					d						d	
navy 093-2723, nearly black 093-2731, noblese 093-2749,					d						d	
pumpas 093-2756, white 093-2764, ecru 093-2665					d						d	
Fishnet with lycra	1 860			S 3.50	d						d	
black 093-6047, pastel blue 226-3481, pastel pink 226-3499,					d						d	
pompe 229-6671, white 093-6054					d						d	
Lurex Point Heel & Seam	2 120			S 4.00	d						d	
black: small 229-7794, medium 229-7802, large 229-7810					d						d	
Silky Touch					d						d	
lace top hold-up	20 226-3788	3.190		S 6.00	d						d	
Super Gloss		1.730		S 3.25	d						d	
small: black 229-5962, dark navy(s) 229-5970, fawnie(s) 229-5988,					d						d	
ivory(s) 229-5996, natural(s) 229-6002, nearly black(s) 229-6010,					d						d	
medium: black 229-6028, dark navy(m) 229-6036, fawnie(m) 229-6044,					d						d	
ivory(m) 229-6051, natural(m) 229-6069, nearly black(m) 229-6077,					d						d	
large: black 229-6085, dark navy(l) 229-6093, fawnie(l) 229-6101,					d						d	
ivory(l) 229-6119, natural(l) 229-6127, nearly black(l) 229-6135					d						d	
leggings	10 denier	0.930		S 1.75	d						d	
airforce 093-3119, bee h 093-3143, black 093-3150,					d						d	
bronze 093-3168, capri 218-7078, caramel 218-7086,					d						d	
champagne 093-3176, dark navy 093-3192, dove grey 218-7094,					d						d	
earth 226-3408, ecru 093-3200, ivory 093-3275, lyon 093-3283,					d						d	
mink 093-3291, natural 093-3309, navy 093-3317,					d						d	
nearly black 093-3325, noblese 093-3341, nougat 218-7102,					d						d	
navy 093-3358, oyster 093-3366, pumpas 093-3374,					d						d	
rose blush 226-3416, silver 093-3408, taupe 093-3416,					d						d	
white 093-3432, antelope 093-3127, actica 205-1126, aqua 093-3135,					d						d	
brique 200-4745, forest 093-3226, fawnie 205-1142,					d						d	
french navy 093-3234, gaudi 200-4752, gold 205-1167,					d						d	
graphite 093-3267, powder blue 093-3382, rove 200-4760,					d						d	
scarlet 093-3390, teatose 093-3424					d						d	
3D opaque	40 denier	2.120		S 4.00	d						d	
small: aran 226-2319, cedar(s) 226-2327, copper gold(s) 226-2483,					d						d	
dark navy(s) 226-2335, earth(s) 226-2343, jet black(s) 226-2350,					d						d	
platinum(s) 226-2467, pumpas(s) 229-6721, rose blush(s) 226-2475,					d						d	
ruby(s) 229-6713, violet(s) 229-6739, medium: aran 226-2368,					d						d	
cedar(m) 226-2376, copper gold(m) 226-2517, dark navy(m) 226-2384,					d						d	
earth(m) 226-2392, jet black(m) 226-2400, platinum(m) 226-2491,					d						d	
pumpas(m) 229-6754, rose blush(m) 226-2509, ruby(m) 229-6747,					d						d	
violet(m) 229-6762, large: aran 226-2418, cedar(l) 226-2426,					d						d	
copper gold(l) 226-2541, dark navy(l) 226-2434, earth(l) 226-2442,					d						d	
jet black(l) 226-2459, platinum(l) 226-2525, pumpas(l) 229-6796,					d						d	
rose blush(l) 226-2533, ruby(l) 229-6770, violet(l) 229-6804					d						d	
3D Supersoft	30 denier	2.250		S 4.00	d						d	
Color	15 denier	0.660		S 1.25	d						d	
airforce 093-2251, bee h 093-2277, black 093-2285,					d						d	
caramel 218-7110, champagne 093-2293, copper gold 226-3390,					d						d	
dark navy 093-2301, dove grey 218-7128, earth 226-3382,					d						d	
ecru 093-2319, ivory 093-2368, mink 093-2384, natural 093-2392,					d						d	
navy 093-2418, nearly black 093-2426, noblese 093-2434,					d						d	
nougat 218-7136, pumpas 093-2442, ruby 229-6705, silver 093-2475,					d						d	
taupe 093-2533, white 093-2560, arica 205-1019, aqua 093-2269,					d						d	
forest 093-2327, fawnie 200-4711, Jorgelove 093-2335,					d						d	
french navy 093-2343, gold 205-1035, gaudi 200-4729,					d						d	
grape 200-4737, graphite 093-2350, ocean blue 205-1076,					d						d	
roval 093-2459, scarlet 093-2467, smoke 093-2483,					d						d	
teatose 093-2558, york 093-2574					d						d	
Expressions				S 4.50	d						d	
small: actica 205-0649, small: black(s) 092-3516,					d						d	
caramel(s) 218-7144, dark navy(s) 092-3581, jongere(s) 092-3607,					d						d	
fonnet(s) 092-3672, gaudi(s) 200-3952, gold(s) 205-0656,					d						d	
ivory(s) 092-3730, lyon(s) 092-3755, marlene(s) 092-3771,					d						d	
mink(s) 229-5426, natural(s) 092-3789, nearly black(s) 092-3805,					d						d	
paola(s) 218-7177, safari(s) 092-3896, white(s) 092-3938,					d						d	
york(s) 092-3946, medium: actica 205-0664,					d						d	
medium: black(m) 092-3953, caramel(m) 218-7151,					d						d	
dark navy(m) 092-4035, jongere(m) 092-4068, fawnie(m) 092-4191,					d						d	
gandi(m) 200-3960, gold(m) 205-0672, ivory(m) 092-4209,					d						d	
lyon(n) 092-4258, marlene(m) 092-4274, mink(m) 229-5491,					d						d	
natural(m) 092-4282, nearly black(m) 092-4316, paula(m) 218-7185,					d						d	
safari(m) 092-4373, white(m) 092-4381, york(n) 092-4522,					d						d	
large artica 205-0680, large black(l) 092-4589,					d						d	
caramel(l) 218-7169, dark navy(l) 092-4621, jongere(l) 092-4670,					d						d	
fonnet(l) 092-4696, gaudi(l) 200-3978, gaudi(l) 205-0706,					d						d	
ivory(l) 092-4704, lyon(l) 092-4779, marlene(l) 092-4787,					d						d	
mink(l) 229-5517, natural(l) 092-4795, nearly black(l) 092-4803,					d						d	
paola(l) 218-7193, safari(l) 092-4811, white(l) 092-4837,					d						d	
york(l)												



	PIP code	Trade	VAT	Retail
nearly black(l) 238-1176				
Ultra Sheer 10 denier 2 120 S 3 99				
small black 238-1721, foume(s) 238-1739, ivory(s) 238-1747				
natural(s) 238-1754, nearly black(s) 238-1762				
medium black 238-1770, foume(m) 238-1788, ivory(m) 238-1796				
natural(m) 238-1804, nearly black(m) 238-1812				
large black 238-1820, foume(l) 238-1838, ivory(l) 238-1846				
natural(l) 238-1853, nearly black(l) 238-1861				
knee highs				
Gloss 2-pr 15 denier 1 590 S 2 99				
slim/medium black 238-1184, foume(sm) 238-1192				
midnight(sm) 238-1200, natural(sm) 238-1218				
medium/large black 238-1226, foume(ml) 238-1234				
midnight(ml) 238-1242, natural(ml) 238-1259				
stockings				
Point Heel Seamed 15 denier 2 390 S 4 50				
caramel(s) 218-7037				
foume(s) 238-0327				
caramel(m) 218-7045				
foume(m) 238-0343				
caramel(l) 218-7052				
foume(l) 238-0350				
tights				
black 238-1879, caramel 238-1887, champagne 238-1895				
dark navy 238-1903, cru 238-1911, nink 238-1929				
natural 238-1937, nearly black 238-1945, nobleve 238-1952				
pumpax 238-1960, taupe 238-1978, white 238-1986				
2-pr 40 denier 1 590 S 2 99				
black 238-2968, cafe 238-2976, cedar 238-2984, midnight 238-2992				
pearl grey 238-3008				
Body-shaper 2 120 S 3 99				
small black 238-2141, dark navy(s) 238-2158, foume(s) 238-2166				
natural(s) 238-2174, nearly black(s) 238-2182				
medium black 238-2190, dark navy(m) 238-2208, foume(m) 238-2216				
natural(m) 238-2224, nearly black(m) 238-2232				
large black 238-2240, dark navy(l) 238-2257, foume(l) 238-2265				
natural(l) 238-2273, nearly black(l) 238-2281				
Fishnet 2 120 S 3 99				
ruby 229-6663				
Microfibre Opaque 2 120 S 3 99				
small black 238-2786, cafe(s) 238-2794, cream(s) 238-2802				
grey(s) 238-2810, midnight(s) 238-2828, ruby(s) 238-2836				
medium black 238-2844, cafe(m) 238-2851, cream(m) 238-2869				
grey(m) 238-2877, midnight(m) 238-2885, ruby(m) 238-2893				
large black 238-2901, cafe(l) 238-2919, cream(l) 238-2927				
grey(l) 238-2935, midnight(l) 238-2943, ruby(l) 238-2950				
Point Heel Seamed 15 denier 2 650 S 4 99				
foume(s) 238-0590, foume(m) 238-0608, foume(l) 238-0616				
Satin Gloss Semi-Sheer 20 denier 1 590 S 2 99				
small black 238-0897, cafe(s) 238-0905, foume(s) 238-0913				
natural(s) 238-0921, nearly black(s) 238-0939				
medium black 238-0947, cafe(m) 238-0954, foume(m) 238-0962				
natural(m) 238-0970, nearly black(m) 238-0988				
large black 238-0996, cafe(l) 238-1002, foume(l) 238-1010				
natural(l) 238-1028, nearly black(l) 238-1036				
Semi Opaque Toning 2 390 S 4 50				
small black 238-2299, cafe(s) 238-2315, dark navy(s) 238-2323				
lacelinet(s) 238-2331, natural(s) 238-2349, medium black 238-2356				
cafe(m) 238-2364, dark navy(m) 238-2372, lacelinet(m) 238-2380				
natural(m) 238-2398, large black 238-2406, cafe(l) 238-2414				
dark navy(l) 238-2422, lacelinet(l) 238-2430, natural(l) 238-2448				
Sheer Nylon 2-pr 1 590 S 2 99				
small, caramel 238-1267, espresso(s) 238-1275, honey(s) 238-1283				
jet black(s) 238-1291, midnight(s) 238-1309, natural(s) 238-1317				
nearly black(s) 238-1325, suntan(s) 238-1333				
medium, caramel 238-1341, espresso(m) 238-1358, honey(m) 238-1366				
jet black(m) 238-1382, midnight(m) 238-1408, natural(m) 238-1416				
nearly black(m) 238-1424, suntan(m) 238-1440				
large, caramel 238-1465, espresso(l) 238-1473, honey(l) 238-1481				
jet black(l) 238-1499, midnight(l) 238-1507, natural(l) 238-1515				
nearly black(l) 238-1523, suntan(l) 238-1531				
Super Gloss 2-pr 15 denier 2 650 S 4 99				
small black 238-0624, cafe(s) 238-0632, capri(s) 238-0640				
caramel(s) 238-0657, dark navy(s) 238-0665, foume(s) 238-0673				
mink(s) 238-0681, natural(s) 238-0699, nearly black(s) 238-0707				
medium black 238-0715, cafe(m) 238-0723, capri(m) 238-0731				
caramel(m) 238-0749, dark navy(m) 238-0756, foume(m) 238-0764				
mink(m) 238-0772, natural(m) 238-0780, nearly black(m) 238-0798				
large black 238-0806, cafe(l) 238-0814, capri(l) 238-0822				
caramel(l) 238-0830, dark navy(l) 238-0848, foume(l) 238-0855				
mink(l) 238-0863, natural(l) 238-0871, nearly black(l) 238-0889				
Supersoft 70 denier 1 590 S 2 99				
small black 238-2489, cafe(s) 238-2497, cedar(s) 238-2505				
grey(s) 238-2513, midnight(s) 238-2521, medium black 238-2539				
cafe(m) 238-2547, cedar(m) 238-2554, grey(m) 238-2562				
midnight(m) 238-2570, large black 238-2588, cafe(l) 238-2596				
cedar(l) 238-2604, grey(l) 238-2612, midnight(l) 238-2620				
Suspender 15 denier 226-3549 2 120 S 3 99				
Ultra Sheer 10 denier 1 590 S 2 99				
small almond 238-1549, coffee(s) 238-1556, jet black(s) 238-1564				
light tan(s) 238-1572, nude(s) 238-1580, sand(s) 238-1598				
medium almond 238-1606, coffee(m) 238-1614				
jet black(m) 238-1622, light tan(m) 238-1630, nude(m) 238-1648				
sand(m) 238-1655, large almond 238-1663, coffee(l) 238-1671				
jet black(l) 238-1689, light tan(l) 238-1697, nude(l) 238-1705				
sand(l) 238-1713				
Velvet Opaque 40 denier 2 120 S 3 99				
small black 238-2638, cafe(s) 238-2646, cedar(s) 238-2653				
cream(s) 238-2661, midnight(s) 238-2679, medium black 238-2687				
cafe(m) 238-2695, cedar(m) 238-2703, cream(m) 238-2711				
midnight(m) 238-2729, large black 238-2737, cafe(l) 238-2745				
cedar(l) 238-2752, cream(l) 238-2760, midnight(l) 238-2778				
<b>CROMOGEN ESSE-BREATHIE</b> (Baker Norton Pharms)				
metered dose 112 dose 237-3991 13 910 S POM				
<b>CROOKES SINGLE VITAMINS</b> (Crookes Healthcare)				
Effective January 01				
halibut liver oil capsules 120 000-3145 12 330(6) S 3 45				
wheat germ oil capsules 100 006-2422 15 910(6) S 4 45 SI				
<b>CROWN</b> (Crown of London)				
anti cellulite cream 100ml 237-9865 15 200 S 24 99				
anti cellulite oil 125ml 219-6467 15 200 S 24 99				
aroma massage oil 125ml 222-5878 4 290 S 6 99				
black head cream 50ml 222-5829 4 990 S 7 99				
black head oil 125ml 225-2575 5 990 S 9 99				
bust beauty cream 100ml 237-9873 15 200 S 24 99				
bust beauty oil 125ml 219-6475 15 200 S 24 99				
conditioner 200ml 3 290 S 5 49				
dandruff 222-5787, dry 219-6525, falling hair 222 5779				
fragile hair 222-5761, greasy 219 6517, hair loss 222-5795				
normal 219-6509				
eye gel 50ml 219-6483 8 990 S 15 99				

		PIP code	Trade	VAT	Retail	
eye oil	125ml	225-2583	9 990	S	17.49	1
face mask	100ml	222-5712	5 990	S	9.99	1
hair oil	150ml	219-6459	15 200	S	24.99	1
luxury cream	100ml	222-5852	5 990	S	9.99	1
luxury oil	125ml	225-2591	6 490	S	11.49	1
neck cream	50ml	222-5845	7 990	S	13.49	1
neck oil	125ml	225-2609	9 990	S	16.49	1
repairing cream	100ml	237-9881	6 990	S	9.99	1
repairing oil	125ml	225-2617	7 990	S	11.99	1
sensual massage oil	125ml	222-5886	6 490	S	11.49	1
shampoo	200ml		3 290	S	5.49	1
dandruff 222-5746, dry 219-6533, falling hair 222-5738,						
fragile hair 222-5720, greasy 219-6541, hair loss 222-5753,						
normal 219-6491						
spot cream	50ml	222-5837	4 490	S	7.99	1
spot oil	125ml	225-2625	5 990	S	9.99	1
vitamin E cream	50ml	222-5860	3 990	S	6.49	1
wrinkle cream	50ml	222-5811	5 990	S	9.99	1
wrinkle oil	100ml	225-2633	7 490	S	12.49	1
<b>DIODERM</b> (Dermal)						
Effective January 01						
cream	30g	043-2765	2 690	S	POM	a
<b>DITHIROCREAM</b> (Dermal)						
Effective January 01						
cream						
0 1%	50g	002-6781	4 240	S	6.64 P	a
0 25%	50g	001-7129	4 550	S	7.13 P	a
0 5% forte	50g	009-2825	5 240	S	8.21 P	a
1% HP	50g	015-7883	6 100	S	9.56 P	a
2%	50g	034-3640	7 640	S	POM	a
<b>DYLON</b> (Dylon)						
Effective January 01						
Big D						
air & fabric fresheners aerosol	300ml	237-9691	7 220(12)	S	1.06	•
air fresheners aerosol	300ml	237-9642	3 440(6)	S	1.01	•
aerosol	475ml	237-9733	5 890(6)	S	1.73	•
ant & crawling insect killer aerosol	250ml	237-9725	6 500(6)	S	1.91	•
anti-bacterial cleaner trigger spray	500ml	237-9618	6 030(6)	S	1.77	•
carpet cleaner aerosol	400ml	237-9634	6 910(6)	S	2.03	•
cockroach & crawling insect killer aerosol	450ml	237-9758	10 960(6)	S	3.22	•
fly & wasp killer aerosol	300ml	237-9717	3 810(6)	S	1.12	•
aerosol	450ml	237-9741	7 630(6)	S	2.24	•
oven & grill cleaner aerosol	450ml	237-8966	6 570(6)	S	1.93	•
oven cleaner aerosol	300ml	237-9626	4 900(6)	S	1.44	•
cold dye tin	008-0374	5 170(6)	S	1.52		a
fix sachet	008-0309	12 800(48)	S	0.47		a
colorlon						
labric paint	034-9167	5 070(6)	S	1.49		a
labric painting pen	038-0220	4 390(6)	S	1.29		a
image maker	017-5687	7 660(6)	S	2.25		a
metallic paint	087-1558	5 410(6)	S	1.59		a
colour run remover	sachets 2	214-5563	10 150(12)	S	1.49	a
Fabric care						
stain remover	No.1	211-4015	5 960(6)	S	1.75	a
	No.2	211-4064	5 960(6)	S	1.75	a
labric whitener & stain remover	4 x 25g	074-3088	5 170(6)	S	1.52	a
hand drying						
permanent colour	100g	024-8971	4 580(3)	S	2.69	a
multi-purpose dyes		008-0358	5 170(6)	S	1.52	a
net curtain whitener	sachet	214-5274	5 110(12)	S	0.75	a
	sachets 2	035-3722	8 780(12)	S	1.29	a
	sachets 3	007-3411	6 090(6)	S	1.79	a
Pre-Dye						
colour remover	refill	036-6419	5 170(6)	S	1.52	a
shoe colour	014-1408	4 070(3)	S	2.39		a
suede shoe colour	021-5285	3 150(3)	S	1.85		a
washing machine						
colour run remover	200g	214-5571	9 020(6)	S	2.65	a
washing machine dyeing						
permanent colour	200g	024-8898	7 230(3)	S	4.25	a
<b>EASIFIX</b> (Smith & Nephew Healthcare)						
cohesive bandage						
10cm x 20m	5877	217-0876	5 110	S	8.46	a
12cm x 20m	5878	217-0884	6 030	S	9.98	a
12cm x 4m	5873	217-0934	14 120(10)	S	2.34	a
4cm x 20m	5874	217-0835	3 340	S	5.53	a
6cm x 20m	5875	217-0850	4 140	S	6.85	a
6cm x 4m	5870	217-0900	9 920(10)	S	1.64	a
8cm x 20m	5876	217-0868	4 720	S	7.81	a
8cm x 4m	5871	217-0918	10 830(10)	S	1.79	a
<b>EDICRIN</b> (Merck Sharp & Dohme)						
tablets	100	008-1505	6 000	S	.. POM	d
<b>ELASTOCREPE</b> (Smith & Nephew Healthcare)						
cotton crepe bandages						
15cm x 4 5m	4260	000-9761	28 450(6)	S	7.85	a
5cm x 4 5m	66004250	000-9746	21 670(12)	S	2.99	a
<b>ELASTOPLAST</b> (Smith & Nephew Healthcare)						
consumer products						
British Red Cross kit	7786	000-2238	10 680	S	17.67	a
domestic kit	7850	038-3505	6 150	S	10.18	a
dressings wallet pack	21 x 7776	209-5222	87 060(72)	S	2.00	a
First Aid pack	7777	000-2212	11 660(4)	S	4.82	a
Sport Team case	7664	018-0273	43 090	S	71.31	a
elastic adhesive bandage						
10cm x 4 5m	4088	217-1031	90 000(12)	S	12.41	a
5cm x 4 5m	4086	217-1007	46 810(12)	S	6.46	a
7.5cm x 4 5m	4087	217-1023	67 580(12)	S	9.32	a
elastic adhesive dressing						
labric						
2 5cm x 4 5m	4329	217-0678	13 860(12)	S	1.91	a
extension plaster						
7.5cm x 2 75m	4332	217-0686	38 020(12)	S	5.24	a
eye occlusion patches						
carton 350	4580	043-9125	47 790	S	79.00	a
labric first and dressings						
assorted (120 dressings)						
sterile	4688	033-2072	9 360	S	15.49	a
assorted (144 dressings)						
non-sterile	66004447	033-2064	5 700	S	9.43	a
Doctors assortment						
non-sterile	4554	033-1793	9 460	S	15.66	a
individually wrapped & sterile						



	PIP code	Trade	VAT	Retail			PIP code	Trade	VAT	Retail		
100-anchor (knuckle)	4102	033-1736	13.810	S	23.00	a	GLUTAFIN (Nutricia Dietary Products)					
3.8cm x 2.2cm x 100	4650	033-2320	3.450	S	6.00	a	gluten free products					
3.8cm x 3.8cm x 100	4653	033-2361	5.830	S	10.00	a	biscuits					
50-finger tip	4104	024-3972	6.400	S	10.50	a	variety pack	200g	235-8059	27.480(12)	S	3.51
6.3cm x 2.2cm x 100	4651	033-2346	5.880	S	10.00	a	GLUTAROL (Dermal)					
7.5cm x 2.2cm x 100	4652	033-2353	7.600	S	13.00	a	Effective January 01					
7.5cm x 5cm x 100	4655	033-2387	14.470	S	24.00	a	wart paint	10ml	023-1852	2.330	S	3.65 P
first aid kits							GRIPRIGHT (Lewis Woolf Griptight)					
statutory							teats					
HSE kit A	6661	000-8839	11.010	S	18.52	a	latex	3	224-7369		S	0.79
refill pack	6847	043-8085	9.050	S	14.98	a	GYPSONA (Smith & Nephew Healthcare)					
HSE kit B	6662	000-9274	25.500	S	42.20	a	emergency splint	4920	238-0335	6.760	S	11.19
refill pack	6848	043-8473	21.230	S	35.13	a	plaster of Paris bandage					
HSE kit C	6663	000-9308	40.130	S	66.41	a	15cm x 2.7m	4803	011-6913	33.250(12)	S	4.59
HSE travelling kit	6664	001-0082	4.950	S	8.19	a	5 ply 10cm x 20m	4913	238-0293	38.110	S	63.07
skin traction kits							5 ply 15cm x 20m	4915	238-0301	53.060	S	87.81
adhesive							5 ply 20cm x 20m	4916	238-0319	80.570	S	133.34
adult	66004343	238-0368	80.940(12)	S	11.16	i	II-E ANTIDOTE (Industrial Pharm Service)					
child	66004344	238-0376	73.400(12)	S	10.12	i	burn gel					
non-adhesive							first aid kit	084-8747	35.250	S	64.95	a
adult	66004345	238-0392	90.940(12)	S	12.54	i	HEINZ (Heinz)					
child	66004346	238-0384	77.180(12)	S	10.64	i	baby foods					
ELIZABETH ARDEN (Elizabeth Arden)							savory					
skin illuminating complex	237-8941	15.500	S	29.00	*		jars					
ELVIC (Smith & Nephew Healthcare)							7-15 months (red)	200g		6.160(12)	Z	0.56
light support bandage							carrots & parsnips with chicken 237-9980,					c
10cm x 4.5m	94000023	226-8399	10.570(12)	S	1.46	a	country veg & chicken with mushrooms 238-0004,					c
10cm x 4.5m with pins	94000110	238-0442	10.650(12)	S	1.47	i	mixed veg with bacon barley 237-9998,					c
15cm x 4.5m	94000024	226-8407	8.370(6)	S	2.31	a	spaghetti & pork sausage 238-0020					c
15cm x 4.5m with pins	94000108	238-0426	6.260(12)	S	0.86	i	HOLLY TREES (J & D Black)					
5cm x 4.5m	94000111	238-0459	8.415(6)	S	2.32	i	lip balm	15ml		6.000(6)	S	2.00
7.5cm x 4.5m	94000021	226-8373	6.180(12)	S	0.85	a	apricot 219-2821					d
7.5cm x 4.5m with pins	94000022	226-8381	8.240(12)	S	1.14	a	HOOTIE (Hotties Thermal Packs)					
EMULSIDERM (Dermal)	94000109	238-0434	8.320(12)	S	1.15	i	microwave hot water bottle			42.000(6)	S	12.99
Effective January 01							blue teddy design 237-9469, red teddy design 237-9477,					i
emollient	1ltr	031-6018	13.958	S	24.59 P	a	stewart tartan design 237-9485					i
EXIFROL (Dermal)							HYPAFIN (Smith & Nephew Healthcare)					
Effective January 01							dressing retention sheet					
car drops	8ml	211-2977	1.970	S	3.09 P	a	10cm x 10m	350200	038-6326	7.850	S	12.99
EYE DEW (Crookes Healthcare)							15cm x 10m	350250	038-6334	10.460	S	17.31
Effective January 01							2.5cm x 10m	350100	204-1788	17.040(10)	S	2.82
blue	10ml	009-6198	25.280(12)	S	3.30 P	a	20cm x 10m	350300	038-6342	13.450	S	22.26
clear	10ml	047-5350	25.280(12)	S	3.30 P	a	30cm x 10m	350350	038-6359	19.900	S	32.93
FAMILY HEALTH (AAH Pharmas)							5cm x 10m	350150	035-2047	4.060	S	6.72
Effective January 01							HYPAL-2 (Smith & Nephew Healthcare)					
clove oil	10ml	087-7266	5.580(12)	S		a	adhesive tape					
glycerin							2.5cm x 5m	7230	023-3163	10.560(12)	S	1.49
lemon & honey	100ml	091-3608	5.820(12)	S		a	INTRASITE (Smith & Nephew Healthcare)					
lemon honey & ipecacuanha							wound healing gel	8g 7308	210-2929	18.540(10)	S	2.18
liquid paraffin	200ml	087-7597	10.140(12)	S		a	25g 7313	006-3859	34.430(10)	S	5.70	
magnesium sulphate	150ml	087-7720	5.580(12)	S		a	JAGUAR (Jaguar Fragrances)					
paste	50g	091-3673	6.960(12)	S		a	for men					
menthol crystals	5g	087-8264	6.360(12)	S		a	after shave					
FEMBOOST (Genesis Healthcare)							flacon	75ml	045-9719	10.200	S	20.00
with ginseng								125ml	045-9891	13.780	S	27.00
capsules	30	235-3225	29.690(12)	S	3.99	r	spray	75ml	035-3268	11.480	S	22.50
FEMFRESH (Crookes Healthcare)							deodorant spray	150ml	033-8632	6.630	S	13.00
Effective January 01							deodorant stick	80g	037-2920	6.630	S	13.00
body fresheners range							eau de toilette					
cleansing tissues							flacon	75ml	045-9586	11.990	S	23.50
12	043-5420	7.240(6)	S	1.89	a			125ml	045-9594	17.350	S	34.00
24	033-4474	12.220(6)	S	3.19	a		spray	75ml	045-9602	12.500	S	24.00
feminine deodorant	125ml	043-4845	20.300(12)	S	2.65	a		125ml	045-9610	18.620	S	36.50
feminine wash	150ml	057-0648	8.770(6)	S	2.29	a	foaming shaving gel	125ml	033-8699	7.140	S	14.00
FSC (Food Supplement)							hair & body shampoo	200ml	033-8707	7.140	S	14.00
(distributors Health & Diet Food)							soap	150g	045-9925	5.360	S	10.50
head high conditioner							JEAN YVES POUR HOMME (Jean Yves Cosmetics)					
enriched herbal	250ml	011-2599	9.480(6)	S	2.79	a	(distributors Milton-Lloyd Mrling)					
herbal tinctures	30ml		3.540	S	6.25	c	body spray	150ml	225-2450	7.080(12)	S	1.49
avenna sativa (nut seed) 224-8136							eau de toilette	50ml	013-6564	11.880(12)	S	2.99
saw palmetto plus 233-0678							JELONET (Smith & Nephew Healthcare)					
korcan ginseng							paraffin gauze dressing					
tablets							with normal loading gel					
600mg	90	237-9766	47.640(6)	S	13.99	*	10cm x 10cm x 10l	7409	217-0447	28.050	S	46.00
minerals							10cm x 10cm x tin 36	7478	004-8587	4.240	S	7.02
multi							10cm x 40cm x 10	7459	004-8595	7.080	S	11.70
capsules	30	005-5657	14.280(6)	S	4.19	a	10cm x 7m strip	7477	004-8710	3.750	S	6.21
siberian ginseng							15cm x 2m roll	7415	217-0454	39.640(12)	S	5.09
tablets							5cm x 5cm x 50	7403	217-0439	7.250	S	12.00
500mg	30	237-9774	13.560(6)	S	3.99	*	JOHNSON'S (Johnson & Johnson)					
vitamins							Effective January 01					
C (sugar free)							baby					
tablets							liquid soap	300ml	018-1347	15.050(12)	S	
500mg	30	012-3893	10.860(6)	S	3.19	a	nappy rash cream					
E natural							medicated	100g	030-5656	17.940(12)	S	...
capsules							hath	300ml	015-0177	8.180(6)	S	...
500mu	30	237-9782	11.880(6)	S	3.49	*	500ml	005-4288	11.240(6)	S	...	
GATINEAU (Mallor Cosmetics)							liquid soap	250ml	234-7839	7.530(6)	S	...
electelle - multi-action							lotion					
heauty enhancing care	50ml	221-4328	13.280	S	59.00	a	pink	300ml	013-8370	9.580(6)	S	...
eve make-up								500ml	004-8819	14.080(6)	S	...
eye pencil							moisturiser cream	100ml	030-4261	6.800(6)	S	...
motifiance							moisturiser lotion	300ml	024-3717	11.520(6)	S	...
ellevscent formula	50ml	221-3569	8.850	S	16.00	c	nappy rash cream	tub 220g	234-9835	16.220(6)	S	...
moderative - combination skin								tube 110g	234-9827	9.720(6)	S	...
X-plus make-up base	50ml	221-3460	11.060	S	20.00	d	oil	300ml	018-8318	9.480(6)	S	...
nutriactive - dry skin								500ml	001-7384	13.810(6)	S	...
make-up base	50ml	221-3304	12.170	S	22.00	d	mousse	150ml	003-3845	10.980(6)	S	...
serenite - sensitive skin							powder	200g	013-8479	5.420(6)	S	...
precellence cream mask	75ml	221-3684	11.060	S	20.00	d		500g	013-8495	11.110(6)	S	...
sans du corps							Kids range					
body scrub	150ml	221-3874	9.960	S	23.00	a	moisturising handwash					
bust cream	50ml	221-3916	14.380	S	25.00	r	anti-bacterial	250ml	236-6870	7.580(6)	S	...
hydrating body milk	250ml	221-3866	9.130	S	25.00	a	PH 5.5					
shaping gel	150ml	221-3890	13.830	S	24.00	r	bath foam	400ml	234-9843	10.390(6)	S	...
sans solaires							KAPITEX (Kapitex Healthcare)					
self tanning cream							laryngectomy					
for face	50ml	221-4146	6.090	S	11.00	d	stoma studs	214-3642	6.800	S	...	
self tanning lotion	125ml	221-4153	8.300	S	15.00	d	tracheostomy					
for body							cleaning brushes	pack of 2	012-1996	2.900	S	...
strategie jeunesse							KINGFISHER (Kingfisher Natural Toothpaste)					
contouring eye cream	15ml	221-3817	9.400	S	17.00	d	(distributors Santo Products)					
vigocane - vitality skin							natural toothpaste	125ml	017-5455	19.110(12)	S	2.49
moisturising scrub	75ml	221-4211	11.620	S	21.00	c	RONICA (Ronica)					
revitalising night gel	30ml	221-4203	16.040	S	29.00	c	video cassettes					
GENESIS (Genesis Healthcare)							E-120		079-9353	1.200	S	...
pure garlic							E-180		079-9395	1.440	S	...
capsules							E-240		079-9403	1.850	S	...
2mg	365	235-2953	37.160(12)	S	9.99	r	E-30		079-9304	1.200	S	...
							E-60		079-9312	1.250	S	...
							SE-120		016-3063	4.250	S	...



	PIP code	Trade	MAT	Retail			PIP code	Trade	MAT	Retail			
SE-180	016-2735	4 880	S		r	MYCIL (Crookes Healthcare)							
SE-30	016-3576	3 000	S		r	<i>Effective January 01</i>							
SE-60	016-3337	3 380	S		r	athlete's foot spray	150ml	040-8971	20 680(12)	S	2.89	GSL a	
<b>LANES</b> (Lanc)						ointment	25g	017-1876	12 770(12)	S	1.79	GSL a	
<i>herbal remedies</i>						<b>MYCIL GOLD</b> (Crookes Healthcare)							
Digest						<i>Effective January 01</i>							
tablets	80	016-1745	10 890(6)	S	3.20	antilungal cream	20g	219-4934	21 640(12)	S	3.19	P a	
<i>vitamin &amp; mineral supplements</i>						1%							
calcium, A, C & D						<b>NEONAZE</b> (Kaptex Healthcare)							
tablets	100	035-8747	8 260(6)	S	2.49	nasal restoration system							
	300	035-8804	20 080(6)	S	6.05	adhesive plaster baseplate							
<b>LARYNGOFOAM</b> (Kaptex Healthcare)						non woven	large	225-5024	23 500(10)	S		a	
disposable foam filters	box of 30	029-8380	9 900	S		filters		225-4977	42 000(30)	S		a	
<b>LENIRIC</b> (Lenrix International)						hydroxyloloid base plate	large	225-5016	23 500(10)	S		a	
cap							small	225-5008	20 000(10)	S		a	
make-up	4020	089-4204	0 590	S	1.10	<b>NIZORAL</b> (Johnson & Johnson MSD)							
shampoo	4016	089-4170	1 000	S	1.89	shampoo							
tinting	4017	089-4188	1 430	S	2.69	20mg/ml	100ml	236-7381	4 790	S	8.45	P *	
treatment cap						<b>NOBIVAC</b> (Intervet)							
reflective	4030	089-4220	0 590	S	1.10	<i>veterinary</i>							
<b>LIPIODOL</b> (Mallinckrodt Medical)						AR-T	20ml	232-7799	14 800	S		PML a	
ultra fluid	10ml x 5	031-9681	66 000	S	POM		50ml	232-7807	35 210	S		PML a	
<b>LIPOFLAVONOID</b> (Lewis Labs)						<b>NUMARK</b> (Numark)							
capsules	100	031-9749	64 080(12)	S	9.41	baby wipes							
	500	031-9756	283 080(12)	S	41.58	extra thick							
<b>LIPOTRIAD</b> (Lewis Labs)						travel pack	12	085-3655	12 140(24)	S	0.79	d	
capsules	100	031-9764	52 800(12)	S	7.76	cod liver oil							
	1000	031-9772	444 240(12)	S	62.25	six-a-day							
<b>LITEPRESS</b> (Smith & Nephew Healthcare)						capsules	90	038-1855	5 950(6)	S	1.99	d	
light compression bandage						acetone	50ml	027-5461	4 590(12)	S	0.69	a	
stretched						castor oil	50ml	027-0157	4 250(12)	S	0.69	GSL a	
10cm x 6m	5393	200-8480	28 630(12)	S	3.95	clove oil	10ml	026-6890	5 630(12)	S	0.85	GSL a	
<b>LOMOHIL</b> (Searle)						folic acid							
liquid	100ml	029-0445	3 730	S	6.58	tablets	90	213-1480	6 100(6)	S	1.99	a	
<b>MARTLET</b> (Martlet Natural Foods)						400mcg	100	047-9410	12 830(24)	S	0.75	r	
apple juice	1litre	049-8055	10 700(12)	Z		manus tissues	5g	027-6352	6 480(12)	S	0.95	a	
organic						menthol							
cider vinegar						<b>NYLAX</b> (Crookes Healthcare)							
organic	5l	002-2764	20 210(12)	Z		<i>Effective January 01</i>							
	500ml	033-6123	9 930(12)	Z	1.05	laxative tablets	10	010-9165	7 590(12)	S	0.99	SL a	
Honeygar							30	019-9059	13 410(12)	S	1.75	PSL a	
royale tablets		033-5588	16 400(6)	S		<b>OPSITE</b> (Smith & Nephew Healthcare)							
apple juice						film dressing spray	110ml	4922	217-0645	86 990(12)	S	12.00	a
concentrated	500ml	024-6934	15 430(6)	S			250ml	4980	217-0660	122 520(12)	S	16.90	a
cider vinegar	500ml	024-6835	10 380(12)	Z		semi-permeable adhesive							
	1litre	016-8831	10 150(6)	Z		wound dressings							
	5litre	016-8856	21 700(3)	Z		10cm x 14cm	4963	217-0462	17 750(10)	S	2.94	a	
honey royale	454g	031-2231	22 210(12)	Z			4975	217-0470	80 430(50)	S	2.66	a	
honey royale ginseng	340g	031-2173	24 840(12)	Z		15cm x 28cm	4986	034-5975	30 450(10)	S	5.04	a	
wine/herb vinegar	500ml	024-6876	5 650(6)	Z		30cm x 28cm	4987	034-5983	43 930(10)	S	7.27	a	
raspberry	500ml	071-2190	7 120(6)	Z		42cm x 40cm	4995	217-0488	59 420(10)	S	9.83	a	
<b>MATEX</b> (Sara Lee/Hold Personal Care)						45cm x 28cm	4988	004-8884	51 740(10)	S	8.56	a	
bubble bath	750ml		9 250(6)	S	2.19	45cm x 55cm	4989	217-0496	68 970(10)	S	11.41	a	
<i>bubo 237-4866</i>						56cm x 84cm	4994	217-0504	125 760(10)	S	20.81	a	
<b>MAWDSLEYS</b> (Mawdsleys Wholesale Chemists)						<b>OPSITE FLEXIGRID</b> (Smith & Nephew Healthcare)							
children's A.C & D						adhesive film dressing							
one-a-day	60	086-8760	4 700(6)	S	1.19	semi-permeable							
cod liver oil						10cm x 12cm	4630	043-6386	80 430(50)	S	2.66	a	
one-a-day	60	086-8752	8 340(6)	S	1.99	12cm x 25cm	4632	043-6519	50 010(20)	S	4.41	a	
evening primrose oil						15cm x 20cm	4631	043-6493	30 740(10)	S	5.09	a	
one-a-day	30	086-9032	12 690(6)	S	2.99	6cm x 7cm	4628	043-6170	43 800(100)	S	0.72	a	
garlic						<b>OPSITE IV 3000</b> (Smith & Nephew Healthcare)							
one-a-day	60	086-9057	8 340(6)	S	1.99	central line catheters							
hazibut oil						10cm x 12cm	4008	238-0285	90 630(50)	S	3.00	i	
one-a-day	60	086-9123	8 340(6)	S	1.99	10cm x 14cm	4925	238-0277	19 030(10)	S	3.15	i	
multivit						peripheral catheters							
one-a-day	60	086-9131	4 700(6)	S	1.19	non-winged 6cm x 7cm	4007	238-0269	46 030(100)	S	0.76	i	
multivit & iron						ported 6cm x 8cm	4923	238-0251	50 420(100)	S	0.83	i	
one-a-day	60	086-9172	4 700(6)	S	1.19	<b>OPSITE POST-OP</b> (Smith & Nephew Healthcare)							
vitamin C						post-operative dressings							
one-a-day	60	086-9198	4 700(6)	S	1.19	15.5cm x 8.5cm	4466	217-0538	14 400(20)	S	1.19	a	
<b>MEDIX</b> (Clement Clarke)						23.5cm x 8.5cm	4467	217-0546	19 470(20)	S	1.61	a	
accessories						6.5cm x 5cm	4463	217-0512	19 470(100)	S	0.32	a	
drive line	3607676	238-0210	2 700	S		9.5cm x 8.5cm	4464	217-0520	11 550(20)	S	0.96	a	
face mask			1 800	S		<b>OPTREX</b> (Crookes Healthcare)							
<i>adult 3605499 238-0160, child 3605498 238-0178</i>						<i>Effective January 01</i>							
filters			1 000	S		Clear Eyes							
<i>inlet 3605523 238-0194, outlet 3605524 238-0202</i>						eye drops	10ml	229-6838	23 660(12)	S	3.09	P a	
mouthpiece & tee-piece	3605495	238-0186	1 800	S		hayfever allergy							
nebulisers						eye drops	10ml	206-2198	28 270(12)	S	4.15	P a	
Medix Microneb	3605497	238-0145	1 700	S		<i>eye care</i>							
<b>MELODIX</b> (Smith & Nephew Healthcare)						baths							
low-adherent absorbent dressing						drops	10ml	020-2796	7 280(12)	S	0.95	a	
non-sterile							18ml	008-5662	19 840(12)	S	2.59	P a	
50cm x 7m	4930	226-8241	34 060	S	58.00		18ml	030-1168	23 660(12)	S	3.09	P a	
OTC wallet pack						dry eye therapy	10ml	224-7021	22 130(12)	S	3.25	P a	
10cm x 10cm x 3	5501	001-2690	9 400(12)	S	1.79	emergency eye wash	500ml	045-2003	7 640(3)	S	3.99	GSL a	
5cm x 5cm x 5	5500	001-1304	8 410(12)	S	1.69	eye wash station	double	057-0655	16 310	S	25.55	a	
<b>MILUPA</b> (Milupa)							triple	022-0384	33 030	S	51.75	a	
organic baby foods						lotion	110ml	020-2747	20 300(12)	S	2.65	GSL a	
Natural Choice						with eye bath	110ml	020-2770	23 660(12)	S	3.09	GSL a	
pure baby rice	150g	207-9556	9 900(6)	Z		make-up remover cream	30g	041-4433	22 900(12)	S	2.99	a	
<b>MINERS</b> (Miners International)						<b>ORTIS</b> (Cedar Health)							
(distributors: Paul Murray)						<i>Effective January 01</i>							
lipsticks						Ortisan							
glitter			1 700	S	2.99	natural laxative	6 cubes	237-6952	17 800(12)	S	2.49	a	
<i>ilux 238-0012</i>						<b>OUST</b> (Dylon)							
<b>MONTAGNE JEUNESSE</b> (Montagne Jeunesse)						<i>Effective January 01</i>							
apricot & almond hot pac						crockery & cutlery							
sachet	20ml	237-9956	0 890	S	1.39	stain remover	2 sachets	016-6769	9 190(12)	S	1.35	d	
dead sea mud masque						all purpose descaler	sachet	237-9600	6 740(12)	S	0.99	*	
sachet	20ml	237-9931	0 890	S	1.39		sachets 3	017-8947	5 410(6)	S	1.59	a	
milk & oatmeal gentle scrub						crockery & cutlery cleaner		017-9028	7 420(12)	S	1.09	a	
sachet	20ml	237-9964	0 890	S	1.39	descalers		016-6686	7 420(12)	S	1.09	a	
strawberry & AHA gel						<b>PARAGON</b> (Smith & Nephew Healthcare)							
masque						zinc oxide plaster							
sachet	20ml	237-9949	0 890	S	1.39	1.25cm x 10m	4483	040-7585	17 020(12)	S	2.35	a	
<b>MULTISORB</b> (Smith & Nephew Healthcare)						2.5cm x 10m	4484	044-1261	26 790(12)	S	3.69	a	
high absorbent dressing pad						5cm x 10m	66004485	044-1279	49 560(12)	S	6.83	a	
non-sterile						7.5cm x 10m	66004486	044-1287	34 110(6)	S	9.41	a	
10cm x 10cm	3035	217-1411	83 900(1600)	S	0.09	<b>PERINAL</b> (Dermal)							
20cm x 10cm	66003036	217-1429	83 900(800)	S	0.18	<i>Effective January 01</i>							
20cm x 20cm	3037	217-1437	70 120(400)	S	0.29	spray	30ml	058-8871	6 870	S	...	POM a	
30cm x 20cm	3038	217-1445	96 480(400)	S	0.40	<b>PHYLOCONTIN</b> (Napp Labs)							
40cm x 20cm	3039	217-1452	62 190(200)	S	0.51	tablets							
sterile						225mg	56	237-3041	3 290	S	...	P *	
10cm x 10cm	3177	217-1460	73 860(600)	S	0.82	loric	56	237-3017	5 460	S	...	P *	
20cm x 10cm	3178	217-1494	66 220(300)	S	0.37	paediatric							
20cm x 20cm	3179	217-1510	75 690(300)	S	0.50	100mg	56	237-3025	2 120	S	...	P *	
30cm x 20cm	66003180	217-1544	75 690(200)	S	0.63	<b>PINAUD</b> (Original Additions)							
40cm x 20cm	3181	217-1551	66 220(150)	S	0.73	talc	112g</						



CHEMIST & DRUGGIST 4 JANUARY 1997







PIP code Trade VAT Retail										PIP code Trade VAT Retail									
VITAQUICK (Vitaflow)										body lotion									
Effective January 01										238-1432									
thickening of foods in dysphagia										rose cream									
										238-1374									
										rose soap									
										238-1457									
										wild rose body oil									
										238-1390									
6k 217-6287 59.880 Z 77.98 BS a										YORKSHIRE NATURALLY (Blake, Thomas)									
1kg 082-6198 22.66(0)2 Z 14.73 BS a										honeypak face pack									
100g 082-6149 42.00(0)20 Z 2.73 BS a										100g 039-0807 2.830 S 4.99 d									
250g 082-6131 43.20(0)12 Z 4.68 BS a										ZOFF (Smith & Nephew Healthcare)									
WAX-A-WAY (Original Additions)										adhesive remover									
smooth away										wipes									
238-0400 9.360(6) S 2.45 *										10 sachets 5000 014-5219 21.350(20) S 3.60 a									
WELEDA (Weleda)																			
rose range																			

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# CHEMEX GOES NORTH

North Sea

Atlantic  
Ocean

## CHEMEX NORTH '97

9th MARCH 1997

THE ARMITAGE CENTRE, FALLOWFIELD, MANCHESTER

### New for 1997 - Chemex North

If Manchester is closer to you than London then the organisers of Chemex have launched just the show for you - Chemex North - the sister show to complement Chemex.

### Timed for the spring buying season

Chemex North takes place on 9th March 1997 and is well timed for the spring buying season providing an easily accessible northern venue for those working in pharmacies located 'north of Watford'.

### From the organisers of Chemex '97

With fifteen years experience of running Chemex - the premier pharmacy exhibition held in Olympia 2 - the organisers are attuned to the needs of pharmacists and enjoy the support of many major suppliers to the industry.

### Supported by Chemist and Druggist and the NPA

Chemex North has the support of Chemist and Druggist, the leading news weekly for the retail pharmacist and the endorsement of the NPA.

### The Armitage Centre, Fallowfield - Manchester

The venue is easily accessed, being only ten minutes by taxi/shuttle bus from Manchester's Piccadilly railway station and ten minutes from the Mancunian Way by car. There is ample free car parking.

**For free tickets call our ticket hotline on 0181 302 7215  
or fax this coupon on 0181 302 7205**

Please send ..... free tickets

☐ I am interested in exhibiting at Chemex North  
please send me details

Name

Job Title

Company Name

Address

Telephone

Postcode

Fax

**Or send to the organisers:**

Miller Freeman Exhibitions Ltd, Marlowe House, 109 Station Road, Sidcup, Kent DA15 7ET

Telephone: 0181 302 8585

**CHEMEX**  
NORTH '97



**NEW FOR '97  
CHEMEX GOES NORTH**

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**un** Miller Freeman  
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**Presentation** Crookes Healthcare Lozenges. Each lozenge contains Amylmetacresol B.P. 0.6mg, 2.4 Dichlorobenzyl alcohol 1.2 mg, Lidocaine Hydrochloride Ph. Eur. 10mg.

**Also contains:** Sucrose, Glucose Syrup, Tartaric Acid, Flavouring, Sodium Saccharin, Quinoline yellow, Indigo Carmine.

**Indications** Symptomatic relief of severe sore throats.

**Dosage & Administration** Adults and children over 12 years. One lozenge to be sucked every 2 hours, as required. No more than 8 lozenges to be sucked in any 24 hour period.

**Contra-indications** Not recommended for children under 12 years of age. **Precautions** If pregnant or breast feeding, consult your doctor before using this product. If you are allergic to any of the ingredients listed, do not use this product. Consult your doctor if symptoms persist or are accompanied by high fever or headache.

**Side effects** May occasionally cause allergic reactions. **Packaging** Quantities: 24 lozenges in a carton. Legal category [P].

RSP £2.15 PL 0327/0078.

**Product Licence Holder & Manufacturer** Crookes Healthcare Ltd, Nottingham NG2 3AA. Prepared September 1996.

**Presentation** Red liquid containing Lidocaine Hydrochloride, Ph. Eur. (lignocaine) 2.6mg per spray.

**Also contains:** Purified water, sorbitol solution, flavourings, (levomenthol, peppermint, aniseed), sodium citrate, saccharin, alcohol, carmoisine edicol (E122).

**Indications** Symptomatic relief of severe sore throats.

**Dosage & Administration** Adults and children over 12 years. Aim nozzle at back of throat and spray three times, this is one dose. Repeat every three hours as required. Do not more than six doses in any 24 hour period.

**Contra-indications:** If you are allergic to any of the ingredients listed do not use this product. Patients suffering from asthma or bronchospasm. Not recommended for children under 12 years. Do not inhale whilst spraying and avoid contact with the eyes.

**Precautions.** If symptoms persist or new symptoms arise (fever, headache, nausea and vomiting) talk to your pharmacist or doctor. If pregnant or breast feeding, or taking any other medication, consult your doctor before using this product.

**Side effects:** May occasionally cause allergic reactions. Patients may experience numbness, of the tongue and therefore care may need to be taken in eating and drinking hot foods.

**Packaging Quantities** 20ml bottle. Legal category [P]. RSP £3.99 PL 0327/0089.

**Product Licence Holder & Manufacturer** Crookes Healthcare Ltd, Nottingham NG2 3AA. Strepsils is a Trademark. Prepared September 1996.

# Sharp, stabbing sore throats deserve Strepsils anaesthetic action



**NEW**

**Strepsils**

**DIRECT ACTION SPRAY**

20ml bottle. Legal category [P]. RSP £3.99 PL 0327/0089.

Anaesthetic to numb pain. Medicine for severe sore throats.

**20ml About 50 Doses**

**Lidocaine HCl**

**24 LOZENGES**

**DUAL ACTION**

**Strepsils**

ANAESTHETIC FOR RAPID PAIN RELIEF  
2 ANTIBACTERIALS TO TREAT INFECTION  
MEDICINE FOR SEVERE SORE THROATS

**Lidocaine HCl, amylmetacresol and dichlorobenzyl alcohol**

For immediate sore throat relief delivered right to the point of the pain, offer your customers New Strepsils Direct Action Spray. Or, for effective anaesthetic action in a lozenge, there's Strepsils Dual Action, supported by extensive TV advertising.

With the trusted Strepsils name now with anaesthetic, both products make an effective recommendation.